



Lunch break: French drivers preparing for a picnic between a line of lorries blocking the Paris-Lille highway near Senlis yesterday

### Thousands stranded as French protesters jam roads

BY TIM JONES

THOUSANDS of British holidaymakers were last night stranded in France by protesting lorry drivers and farmers who have brought large areas to a standstill. French police, apparently helpless in the face of the action, have said that British drivers should avoid travelling to the country. The AA also advised people to delay their holiday plans. A spokeswoman said: "It's spreading fast across the country. People might hit trouble as soon as they get off the ferries. The police don't seem able to keep up with it." She said the situation was changing all the time as the lorry drivers moved from one spot to another.

On one packed coach from South Wales, which has been stuck on a motorway near Fontainebleau, 40 miles south of Paris since Monday, there has been concern about two babies as temperatures have reached more than 100°F. Many of the adults on the coach, which was on its way to Paris, have been reduced to tears while some of the children on board have become withdrawn.

With the blockades compounded by thousands of French motorists setting off for month-long holidays, Jean-Louis Bianco, the transport minister, accused the lorry drivers of holding the French people to ransom. More than 100 major motorways and roads throughout France were blocked by the drivers who seemed impervious to the seething resentment surrounding them.

The drivers are protesting against a new licence system that means motorists begin with six points and can lose their licences by accumulating penalties for traffic offences.

Elsewhere, farmers campaigning against proposed changes to the European agricultural policy blocked roads with their tractors. Huge queues built up outside Paris and around the southern city of Lyon. The Toulouse and Bordeaux areas were particularly badly affected. Thousands of lorries blocked the A-10 "Autoroute du Sud", the main toll highway from Paris to Marseille. Roads leading from major channel ports were also blocked.

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#### TODAY IN THE TIMES

#### DRAWING THE DOLE



Even top British architects are belt tightening: many are out of work  
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#### JUMPING OFF A CLIFF



Even the seriously unfit need not fear the prospect of an adventure holiday  
Life & Times  
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#### STAYING IN CONTROL



Lech Walesa, who wants to join the EC, insists Poland is not in crisis  
Page 11

### BR losses soar

British Rail lost £144.7 million in the last financial year, 15 times the loss for 1990-1, with only InterCity and the freight business reporting a profit. The losses, announced two weeks before the publication of the privatisation white paper, come in spite of a £300 million increase in government subsidy. The poor figures have been attributed to the recession, the slump in the property market and the cost of preparing for the Channel tunnel. Page 4

### EFA rescue

The General Electric Company has approached the Ministry of Defence about linking with British Aerospace to offer a private-sector solution for the future of the £22 billion European fighter aircraft. Page 19

### Whales blow

France has withdrawn a proposal for a whale sanctuary in the Antarctic fearing that debate on the idea would cause deep divisions in the International Whaling Commission, meeting in Glasgow. Page 3

### Rabin setback

Two key smaller parties Yitzhak Rabin had hoped to include in his Israeli coalition government, dealing his plans a blow by rejecting a Labour policy document for a future administration. Page 13

### Holiday war

Thomson has almost halved the price of packages to Tobago during July and August and to Kenya in what is seen as the first shot in a peak-period holiday price war. Caribbean breaks are cut from £829 to £599, and African beach holidays from £605 to £349. Page 3

## Elated Mayhew hails Ulster breakthrough

BY EDWARD GORMAN, IRELAND CORRESPONDENT

FOR the first time since partition, leaders of all unionist groups have agreed to enter talks on the constitution of Northern Ireland with the Irish government.

The negotiations could begin as early as next week in London. The development, which follows recent preliminary meetings in the latter stages of the government's two and a half-year initiative on Northern Ireland, must greatly enhance the chances of a new government for the province.

The key to yesterday's progress lies in assurances given to unionists by Sir Patrick Mayhew, the Northern Ireland secretary, that the government broadly accepts their position on devolution and will support their case in talks with Dublin. This is the

first time during the process that the government has made its views known on this important issue and comes against the background of government determination to make rapid progress.

Sir Patrick was clearly elated when he was able to brief journalists outside Stormont about the decision. "I think the important part is that the party leaders have all agreed — no dissenters — to the transition to strand two which I have announced," Sir Patrick said. "It was left to me to decide when the appropriate moment had arrived and I was able to do so with their agreement, so that is very good news."

The Irish government greeted what it called "this crucial development" with unconcealed pleasure. David Andrews, the foreign minister, said in a statement that

he looked forward to working "actively and constructively" in the negotiations. "With a view to ensuring the decisive contribution which strand two must make to the outcome of the talks process as a whole."

A short statement issued by Downing Street said: "The prime minister warmly welcomes the progress made and the move to strands two and three of the talks."

The reaction of the two governments underlines the significance of the move, namely that until now only good intentions about strand two have been in evidence, but there have been no firm commitments. Any of the parties, particularly on the unionist side, could have stalled or even dropped out of the process faced with the prospect of finally dealing with Dublin across the table.

This is, however, now almost certainly out of the question.

The strand two talks involve negotiations between the unionists, the British government and the Alliance party on the one hand, and the Irish government and the nationalist SDLP on the other. In the past James Moynihan and Ian Paisley, the two unionist leaders, have repeatedly emphasised their reluctance to move into this phase until an outline agreement had been reached in the exclusively inter-party strand one negotiations. Unionists and the SDLP are still thought to be at odds over the best way to govern the Province: the unionists prefer a traditional assembly and a committee system, but the SDLP has proposed an innovative commission, based on the European Community model, to run Northern Ireland.

One decisive element were the recent preliminary meetings in strand two and strand three — the latter involving negotiations between the two governments — which were held in London last Tuesday. These have had the effect of helping to break down the suspicions unionists feel about talking to Irish ministers.

The strand three meeting has also helped reassure them that articles two and three of the Irish constitution, which claim sovereignty over Northern Ireland, will be on the table for discussion. One report last night said that the unionists would expect Sir Patrick to commit himself formally to persuade the Irish government to give up its claim.

One further feature which may have weighed decisively in the governing principle of the process that nothing can be finally agreed in any individual strand until everything is agreed in the talks as a whole.

## RAF to launch British food haul for Sarajevo today

BY MICHAEL EVANS, DEFENCE CORRESPONDENT, AND TIM JUDAH IN BELGRADE

THE first batch of British humanitarian aid for Sarajevo is due to leave on a Hercules transport aircraft from RAF Lyneham in Wiltshire this morning.

The Hercules will fly to Zagreb where the food will be unloaded and stored. The aircraft is then expected to pick up loading equipment like forklifts which it will take on to Sarajevo.

The announcement about the British flight came as 125 French Marines arrived at the airport in Sarajevo to assist the small number of French troops there who are presently trying to secure the airport. Local residents enjoyed the first fruits of the aid operation when cans of tuna fish and tomato soup were

distributed. But 840 Canadian peacekeepers, heading for Sarajevo along a mountainous route from Croatia, were held up as they tried to pass through disputed territory.

The tentative control of the airport, the arrival of mercy flights and distribution of food and medicine provided the first relief for the besieged citizens of the Bosnian capital who have been victims of a four-month-old civil war.

The British decision to send the aid on to Zagreb was taken because the airport in the Croatian capital has better handling and warehouse facilities. Facilities at Sarajevo airport, which is now officially under United Nations control, are limited.

Hercules planes at the disposal of the UN. The aircraft are expected to operate a shuttle from Lyneham to Zagreb and then on to Sarajevo. The planes will be under the control of the United Nations throughout the operation. Today's flight, due to leave at 7am, will carry food but later shuttles will also include medical cargo.

About two dozen RAF personnel will accompany the flight to help with unloading the cargo at the other end. The government has made it clear that ground troops will not be involved in the humanitarian mission.

Yesterday, President Bush

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Snipers braved, page 11

New regiment, page 18

## EC treaty may not be ratified this year

BY ROBIN OAKLEY, POLITICAL EDITOR

JOHN Major conceded yesterday that ratification of the Maastricht treaty might be delayed until next year. "It would be desirable to finish it by the end of this year but it is not essential," he said.

The prime minister told a press conference to launch the British presidency of the European Community that it was not clear when the deal shelved after the Danish rejection of Maastricht, would come back to the Commons. The Danish government had to be given time to decide how to deal with its difficulty. The government would "take stock again" when the Commons resumed in the autumn.

The press conference came after a meeting at Downing Street yesterday between the full 17-member European Commission and their covering British ministers and a working session between Mr Major and Jacques Delors, the Commission president.

Government sources said they agreed that, in spite of all the difficulties inherited by the British presidency, there were no matters which could not be resolved. However, since no serious talking has taken place about fixing the new EC budget and with disputes about the location of European institutions unresolved after last weekend's Lisbon summit, MPs believed that view was optimistic.

Mr Delors emphasised that the Commission and the British presidency were "on the same side, with the same purpose". That was enough, some thought, to redouble Mr Major's problems with Tory rebels.

Although the Lisbon summit decided that there could be no official EC enlargement talks until the Community's

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Charter plan, page 11

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Leading article and letters, page 15

## Anyone for grunting — it's the secret of Seles

BY JOHN GOODBODY

OLYMPIC weightlifters do it. Shot putters do it. Judo and karate fighters do it. Even Jimmy Connors does it. Why then, cannot Monica Seles grant her way to victory at Wimbledon?

Seles was warned by the umpire for her match against Nathalie Tauziat on Tuesday, and Martina Navratilova her semi-final opponent today — finds her semi-final opponent today — finds the noise distracting and unnecessary. But some sports scientists say a fierce expulsion of breath is perfectly natural and point to the intensity of Seles's play. In Japanese martial arts, fighters are taught the benefits of the *Kiai* — the shout they utter as they strike or throw an opponent. It concentrates all the individual's force of the movement.

Dr Sarah Rowell, sport science officer of the National Coaching Foundation and formerly one of Britain's leading marathon runners, said: "Even I expect

Michael Stich, the defending champion, and Stefan Edberg, the second seed, lost in the men's singles quarter-finals yesterday. Pete Sampras, of USA, beat Stich 6-3, 6-2, 6-4 and Goran Ivanisevic of Croatia, beat Edberg 6-7, 7-5, 6-1, 3-6, 6-3. Reports, pages 33-34

air through my mouth and make some noise when I lift the small weights I use. It is a natural thing to do. The whole idea of exhaling forcibly when you make an effort is accepted psychologically. It has been commonplace for many sports for years and has made a natural progression into tennis."

Dr Stuart Biddle, senior lecturer in physical education at Exeter University, agrees. "It helps in various ways. Grunting is part of a psychological strategy. It is an expression of the tremendous intensity of top class sport. It also tenses the

stomach muscles so stabilising the body and the postural muscles. This helps you to hit the ball from a firm base."

Andrew Jarrett, Britain's Federation Cup coach, said that making a noise while exhaling on contact was certainly worth trying with younger players. "However, it is not something I would like to encourage to excess. It should certainly be done for the individual's own benefit rather than to the detriment of an opponent."

Shouting at an opponent has always been used for intimidation in war, and some tennis players feel that the grunting has become intimidatory at play as well. What the umpire on centre court has to decide today is whether any noise that Seles, who insists that she is trying to rid herself of the habit, makes is deliberately hindering Navratilova. If he does, he has the option of warning Seles and could technically disqualify her.

### Advantage Seles



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## French drop proposal for Antarctic whale refuge

BY DAVID YOUNG

A FRENCH proposal to have the Antarctic ocean below the fortieth parallel declared a sanctuary for whales has been withdrawn from the agenda of the International Whaling Commission in Glasgow.

More than half the 29 nations at the conference had indicated that they would support the proposal but Japan has mustered enough support from smaller nations, notably four Caribbean countries, to ensure that the plan would not receive the necessary 75 per cent of the vote.

Amid accusations over Japan's tactics, France decided to submit the plan next year rather than see it rejected now. The French former environment minister Brice Lalonde, who drew up the proposal with the support of Britain and the European Community, said: "Science has shown that the only way to protect a species is to give it a sanctuary from man."

The commission is to meet in Japan next year. If the motion is to stand any chance of acceptance there, its supporters will have to persuade more of the 37 member nations of the commission to take part in discussions.

The Glasgow conference is being attended by 29 nations. St Kitts, St Lucia, St Vincent and the Grenadines, and Dominica are supporting the traditional pro-whaling nations such as Japan, Norway and Russia.

Officially the reason for the sanctuary motion being withdrawn is that scientific officers need more time to examine the implications. Environmental groups believe that a row over allegations that the Japanese are influencing voting among Caribbean countries in their favour may have deterred the French from the risk of losing the vote.

A Greenpeace spokesman said: "It is very sad news. The whales need protection and if commercial whaling is allowed to resume, what hope is there left for these animals without a sanctuary?"

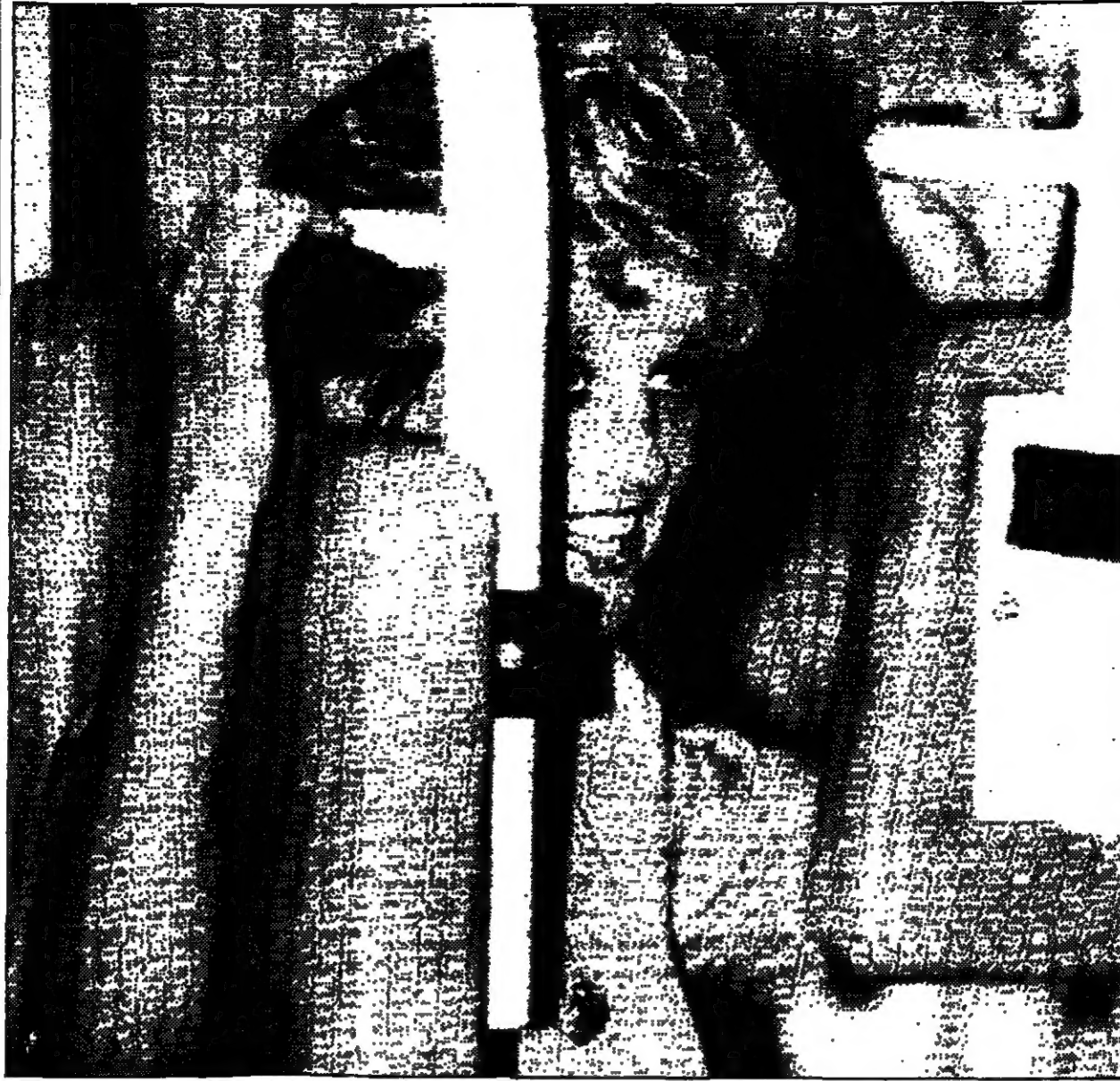
Richard Moore, executive director of the International Fund for Animal Welfare, said: "We hoped that the sanctuary would be set up this year to stave off the wholesale slaughter of whales that some nations seem bent on achieving."

The animal welfare fund's scientific adviser, Dr Sidney Holt, said that "the vast majority of countries have expressed their desire for a sanctuary and want to keep the ban on whaling. To defer the decision for a year gives this humane majority the opportunity to rally their forces."

The pro-whaling nations are likely to win a more concrete victory today when the commission debates a report by its scientists that stocks of certain whales have risen to such levels since a moratorium on whaling was declared in 1986 that hunting for some species could be resumed on a controlled quota basis. Acceptance of the report could mean that Japan would be given a quota of 100 minke whales to hunt in the 760,000 sq km of the southern ocean east of the 150,000 sq km in the North Atlantic. Norway has already said that it intends to resume whaling next year.

Norway's defence minister, Johan Jorgen Holst, said that its coastguard will defend the country's whaling ships from high-seas attacks by environmentalists during next spring's hunt.

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Birthday visit: The Princess of Wales trying out a shoulder press at an orthopaedic hospital in Stanmore, northwest London. To celebrate her 31st birthday she was given cards, flowers and a model court jester

## Britain hopeful of German role in fighter aircraft

BY MICHAEL EVANS, DEFENCE CORRESPONDENT

BRITISH officials involved in the four-nation European Fighter Aircraft programme are hopeful that Germany may still remain a partner after discussions with Britain, Italy and Spain over the next three months.

Germany is compelled by the four-nation agreement to hold consultations for three months before withdrawing a full withdrawal from the production stages of the programme. These consultations are a further three months before withdrawal can take effect. Last time, Britain and the other two partners will try to convince Germany that the "cheaper, lighter" EFA proposed by Volker Ruhe, the German defence minister, is impractical. The latest view emerging from British officials is that two types of EFA could be built: a fully capable version with all the latest avionics and a more basic model with the same airframe but

less advanced systems. Germany started to go down this path some time ago when a decision was taken not to fit a special defensive aids system to the German EFA.

British officials believe that Germany has already pared down almost as far as it can but there may still be scope for producing an even more basic version. Under Herr Ruhe's proposal, a lighter version of EFA would have to be re-designed and British officials claim this will mean a more expensive aircraft, delivered five to eight years later than EFA.

Herr Ruhe has said that EFA technology could be used to produce this new, lighter aircraft. One senior British official likened this suggestion to developing a more advanced Land-Rover, producing 12 prototypes and then trying to use the same technology to build a Metro instead. The officials believe

that once the Germans have examined all the alternatives, they will be forced to come back to EFA, and even though the German parliament has voted to exclude from next year's budget the DM100 million needed for the next phase of the programme, this could be changed at a later stage.

The RAF emphasised yesterday that in the 1950s Britain had 12 different aircraft performing all the necessary functions such as air defence and ground attack. Once EFA had come into service in the late 1990s, there would be only three: EFA, the Harrier and the Tornado GR1.

Herr Ruhe is due in London on Monday to talk with Malcolm Rifkind, the defence secretary, and his officials about Germany's decision to withdraw from EFA.

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GEC plan, page 19

## LSE wins more time to bid

BY DOUGLAS BROOM, EDUCATION CORRESPONDENT

PLANS to convert County Hall, the former home of the Greater London Council, into a new base for the London School of Economics were boosted yesterday by a decision to allow the school more time to rally financial support for its proposal.

The London Residuary Body, which has the job of finding a buyer for the Grade II listed building opposite the Houses of Parliament, has signed a sale contract with the Japanese hotel and leisure group Shirayama. Ministers insisted that the contract should include a break clause which allows the residuary body to withdraw it if an alternative buyer emerges before the end of the year.

John Ashworth, director of the LSE, said yesterday that the residuary body had agreed to give him until Friday of next week to produce evidence of financial support

for the school's plan to buy County Hall. Although no figures have been officially released, the value of the Shirayama bid is rumoured to be £60 million. Earlier this year the LSE said it would be willing to offer £20 million. Shirayama's bid covers only the riverside building



Ashworth: plans for a social science park

and does not include three office blocks behind it. The LSE plans to use the entire site housing its teaching and research activities in the riverside building and converting the office blocks into a "social science park".

Professor Ashworth said commercial and City consultancies and research institutions had expressed considerable interest in taking space in the new park which would be the social science equivalent of science parks established by other universities.

He refused to name the price the school would be prepared to offer for the whole site. He said that a commercial figure would be agreed for the office buildings while the LSE still hoped that the government would agree to lease it the main building in return for a commitment to refurbish it at no cost to the taxpayer.

## Village brings hairy issue to a head

BY PETER VICTOR

THE parish councillors of Datchet, Berkshire, will tomorrow attend a special meeting to consider a matter of considerable gravity.

Already the issue has involved the police. There have been tears, threats, allegations and counter-claims. A local businessman says that the matter has ruined him and there are demands for members of the council to resign. The root of this commotion is a haircut.

Warren Archer, who runs a hairdresser's shop, said that a customer, Ann O'Donnell, asked him to make her look younger. When the job was done she complained that her new hair-style was too short and showed too much white hair. She claimed that Mr Archer refused to let her

leave the shop and threatened to call the police. Her husband, Dr Jim O'Donnell, a cardiologist and member of the parish council, remonstrated with Mr Archer, leaving him in tears. Mr Archer called the police, who told him he should seek redress through the parish council.

Mrs O'Donnell used the village notice-board to publicise what had happened. Ewan Larcombe, the council chairman, tore down the notice and took the key to the notice-board's glass case. Mrs O'Donnell fixed a replacement notice to the glass. Mr Larcombe removed it. Dr O'Donnell called for his resignation. Nine members of the council want Dr O'Donnell's resignation. Little sign of compromise

was apparent yesterday. Mr Archer said that he was leaving Datchet: "The whole thing was awful. The doctor abused his power as a parish councillor and threatened me. This has destroyed my business. I'm closing in a fortnight because word spreads fast in a small village like Datchet. The whole incident was very upsetting for me. Many people are refusing to come in here now."

Mrs O'Donnell declined to comment on the matter yesterday. Dr O'Donnell denied threatening Mr Archer and said that he had no intention of resigning from the council. "Other parish councillors have got hold of this complaint and set out to damage my character but I won't be resigning for simply stand-

ing up for my rights as a consumer. In fact, if it wasn't so damaging it would be laughable."

Mr Larcombe took a more sanguine view: "A parish councillor cannot be forced to resign but many members think that would be the honourable thing for the doctor to do. The whole situation is silly and we hope it can be resolved on Friday."

### CORRECTION

The photograph accompanying a report in later editions yesterday on the seventh Marquess of Bath was not that of the Marquess, but of his brother, Lord Christopher Thynne.

### NEWS IN BRIEF

## 'Shunned' teenager to sue police

A teenager who spent two months in custody before a murder charge against him was dropped is to sue the police for false imprisonment and malicious prosecution (Paul Wilkinson writes). His High Court action, believed to be the first by a person accused of such a crime, is a demand for trial by jury to prove his innocence, his lawyer said yesterday.

Alvin White, now 18, says that the police action two years ago led to him being shunned by people in his home city of Sunderland. He says he has been beaten and taunted since his release after Northumbria police decided not to proceed with the prosecution. Mr White, who is unemployed, was arrested in 1990 and accused of the murder of Simon Martin, 14, a runaway who had attended the same school. He was found bludgeoned to death in a derelict seafarers house used by glue-suckers.

Because he was a juvenile, Mr White was not named publicly when he appeared before juvenile magistrates on remand, but his identity leaked out. Mr White said: "I know the charges against me have been dropped, but I do not feel my name has been cleared." Cecil Emmerson, his solicitor, said that he had already been tried and convicted by a vicious mob. Northumbria police, who have an open file on the killing, would not comment.

## Climber falls to death

A climber fell to his death and his brother was rescued after being trapped for 12 hours on a narrow ledge on An Teallach, a 3,483ft mountain in northwest Scotland. Ian Walker, 48, an executive editor of *The Mail on Sunday* fell more than 400ft as he and his brother Graham, 40, a lecturer at Coupar, Fife, were retreating from the mountain in bad weather. An RAF Sea King helicopter took Graham Walker to Raigmore hospital, Inverness, suffering from hypothermia and severe shock. From the hospital last night Graham Walker said that they became engulfed in cloud and were walking blind. The ground steepened and they suddenly realised the danger they were in. "We were right on the edge. Ian shouted he could not get a hold or a footing. I tried to reach down and catch his hand but I could not reach. Then Ian said 'I am going'."

## Poor mission ends

Methodists voted yesterday to bring their programme to help the poor into the general body of the church. In spite of warnings that such a move would undermine the work of the fund, The Mission Alongside the Poor Programme, the Methodist equivalent of the Church of England's Church Urban Fund, will cease to exist as a separate entity after August next year. The Methodist Conference, meeting in Newcastle upon Tyne, voted by a narrow majority to integrate the programme into its home mission division. The conference was told that the programme was £800,000 short of its £2 million fund-raising target for 1988-93. It was set up by the conference in 1983 in response to deprivation in the inner cities and was later extended to cover rural poverty. The first target of £1 million was met by 1988.

## Skin cancer up 50%

Skin cancer has become a "public health problem" in Britain after a 50 per cent rise in serious cases over the past six years, a government committee said. Tom Sackville, health minister, said in a parliamentary written answer that the government accepted the recommendations of the Committee on Medical Aspects of Radiation in the Environment and was considering how best to implement them. The committee reported that the number of malignant melanomas rose from 1,827 in 1980 to 2,635 in 1986. Registered cases of the less serious non-melanoid skin cancer rose from 19,000 to more than 25,000. Mr Sackville repeated advice from Dr Kenneth Calman, the chief medical officer, that people should use a suitable sunscreen product, tan gradually and avoid sunburn.

## Island sold for £1 m

The island of Eigg off the west coast of Scotland was sold for just under £1 million yesterday. The successful bidders were Cleveland and Highland Holdings, the family company of Keith Schellenberg, right, which has owned Eigg for the past 16 years. The sale followed a divorce settlement between former Olympic bobsleigher Mr Schellenberg and his ex-wife. He has bought his wife's half-share in the island.



## Lockerbie deadline

The next round of Libya's court battle with America and Britain over the Lockerbie airliner bombing will take three years to complete. The International Court of Justice in The Hague said yesterday that it had set Libya a deadline of December next year to submit written arguments in the case. America and Britain have been given until June 1995 to submit their written counter-arguments. Public hearings will follow after that. Libya has faced UN sanctions since April 15 for ignoring a Security Council resolution asking it to hand over two men charged by America and Britain with the 1988 bombing of a PanAm airliner which crashed over Lockerbie, Scotland, killing 270 people.

## £20m drive launched

A company that bought 11 motorway service stations from the Rank Organisation earlier this year is to spend £20 million on improving them. Pavilion, headed by Michael Guthrie, former chairman and chief executive of Mecca Leisure, is to upgrade the service areas, which cost £100 million, over the next three years. Mr Guthrie yesterday promised better catering, with more varied menus and greater emphasis on healthy eating; larger no smoking areas; high street shops; improved petrol and forecourt facilities; and cleaner, brighter toilets with full time attendants. Keith Floyd and Dr Hilary Jones, television cook and medical adviser respectively, are to develop healthy, interesting meals and promote driver health and safety.

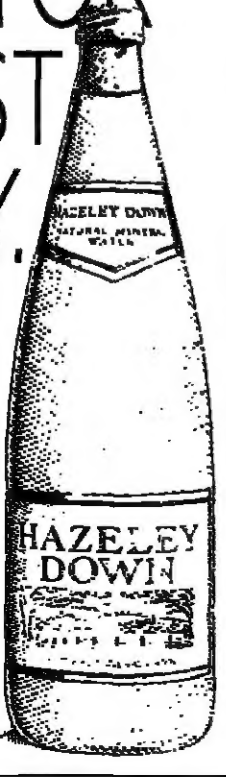
## IRA claim over body

Irish police were trying to identify last night the remains of a woman found in a shallow grave in Co. Sligo, who may have been killed by informers working within the ranks of the IRA more than a year ago. The decomposed body was found near Classiebawn Castle, the former estate of Lord Mountbatten. Police in Dublin said that the body may be that of Margaret Perry, 26, a Roman Catholic civil servant, who disappeared from her home at Portadown in Co. Armagh in June last year. The discovery of the grave followed the release of a statement by the IRA in a Belfast newspaper on Tuesday which claimed that Miss Perry had been murdered by people working for "MIS British Intelligence and RUC Special Branch" — a possible reference to informers within IRA ranks.

## Beck enquiry ends

The enquiry into the running of Leicestershire children's homes under the convicted paedophile Frank Beck ended yesterday. Andrew Kirkwood, QC, chairman of the enquiry, said that his findings would criticise the management of social services. "It is no secret that I expect to conclude that there were at times some weaknesses and shortcomings in relevant areas of management," he said in a written statement.

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Hazeley Down natural mineral water. Available in still or softly carbonated varieties. Naturally filtered through a 464 ft layer of chalk in the Hampshire Downs.



## Planespotter denies killing teenager lured by job offer

BY STEWART TENDLER, CRIME CORRESPONDENT

A YOUNG woman was lured from her home to a fake job interview as an airline stewardess and was almost certainly strangled when a sexual attack went "horribly wrong", a crown court jury was told yesterday.

Lynne Rogers, 17, vanished last year after she set off from her home in Hither Green, southeast London, to meet a man at Charing Cross station. She was last seen being picked up in a car. Her body was later discovered hidden in the Sussex countryside.

Wayne Scott Singleton, 36, of Crawley, West Sussex, denies murdering Miss Rogers. At the opening of his trial at Lewes Crown Court, East Sussex, yesterday, Robert Seabrook, QC, for the prosecution, told the jury that the

death had been gruesome and "you may conclude outrageous".

Miss Rogers had been desperately anxious to get a good job, he said. She had sent a curriculum vitae to a travel company called Africa Hinterland, which rented offices in southeast London. The company went out of business last July and the CV would have remained in the company's pigeon hole.

On August 30 last year, while Miss Rogers was out, her sister Suzanne took a telephone call. A man claiming he had received Miss Rogers's CV from an agency said that he wanted to interview her about a job involving stewardessing flights.

The man rang back later. This time, Mr Seabrook said, Suzanne Rogers could hear background voices and noises sounding like an aircraft control tower. At one point the man broke off to say in "a highly professional flight operator-type voice" that flight 101 could prepare to take off.

The caller was Mr Singleton, the prosecution said. The man called back again the next day and Lynne Rogers took the call, scribbling details on a notepad. Suzanne heard her sister talking about her previous employment and, "in a somewhat surprised or stunned way", repeated the salary offer and wrote down £14,500.

Miss Rogers booked September 4 off from work and

borrowed a typewriter to brush up on her typing skills, Mr Seabrook said.

At Charing Cross, she was noticed by a number of people, including two former schoolmates. A dispatch rider saw her waiting and a taxi driver, struck by her "quite striking smartness and hair", saw a Vauxhall Carlton car arrive and saw Miss Rogers get into it.

Her body was found five days later. There was bruising to her forehead, probably from a stunning blow, and grip marks round her neck and arms, Mr Seabrook said. Other marks suggested that she may have been lying on her back with her assailant on top of her, with the possibility that she was gripped around the throat.

There were teeth marks over her chin, where she had been bitten, possibly by someone trying to kiss her or trying to keep her still, he said. There was no evidence of sexual intercourse. It was suggested that she had died on the day she went to Charing Cross.

Mr Singleton, also known as Andre Reich, had had various jobs, including one at Gatwick airport and at the Hilton hotel, counsel said. He was married but separated. The jury would hear about relationships with various women, latterly Kim Arnold, who lived in Catford, south-east London.

Mr Seabrook said that Mr Singleton had an obsessive, fanatical interest in aircraft and flight movements. He was operating a car spray paint business called Casualty Car Doctor in February 1991 at the Greenwich business centre, where Africa Hinterland had an office. Mr Seabrook said that there was a clear inference that he had obtained Miss Rogers's CV from the business centre.

By late autumn, he was estranged from Kim Arnold and the jury might conclude that he had become excited by the idea of entrapping Miss Rogers, Mr Seabrook said.

The trial was adjourned until today.



Rogers: "Desperately anxious for a good job"

## Tour firm fires first shot in price war

BY HARVEY ELLIOTT, TRAVEL CORRESPONDENT

THE first "sniper fire" was heard last night in the peak season holiday price war. Thomson Holidays told travel agents to cut the price of 11 night holidays in Tobago by 40 per cent — from £829 to £509 — and began selling two week Kenyan beach holidays for £349 which had been advertised for £605.

The Tobago offer runs throughout the school holiday peak of July and August and comes after a slump in bookings which has left hotels on the Caribbean island desperate to sell their empty rooms at much reduced prices and airlines prepared to sell seats at knock down prices to anyone who can fill them. The normal scheduled return economy air fare alone to Tobago is £1,069 and even a ticket booked 21 days in advance would cost £827.

Thomson Worldwide travel agent Steve Gately said: "Many of our long haul destinations have sold out but Tobago found that it was not full and the hotels were prepared to reduce their rates enabling us to make these offers." The Kenyan holidays are available only from Manchester because similar holidays starting from Gatwick have already been sold.

The discount war also showed signs of spreading to Europe as Cosmos began targeting families with children by offering short breaks to Euro-Disney for little more than half the original brochure price.

"We decided to take the initiative on child prices because a large number of hotel beds and coach seats suddenly became available to us at much discounted rates," Paul Jolliffe, Cosmos coach director, said.

The industry is now in turmoil over the peak season discounts which, if they become commonplace, could wipe out the profits of even the healthiest company and could force some out of business. Traditionally any discounts which tour operators have been forced to make to stimulate demand during the first few months of the year are more than recovered during the school holiday peak when holidays are sold at full brochure price and therefore highly profitable — price.

## Search begins for teams of privatised inspectors

BY MATTHEW D'ANCONA, EDUCATION CORRESPONDENT

THE education department yesterday launched a national advertising campaign to recruit 200 private inspectors, the first stage of its contentious reform of the school inspections service.

From September next year, a new structure of regular inspections will be introduced, with private teams led by registered inspectors entering bids for individual contracts, which will be awarded by the chief inspector of schools. At least two bids will be considered for every contract, expected to be worth between £5,000 and £30,000.

Professor Stewart Sutherland, the newly appointed chief inspector, said that candidates would be screened by his office and trained for five days. "I expect applications from existing HMI local authority inspectors, teachers, and others with education backgrounds. In addition, I hope to attract a range of others with an appropriate background including, for example, management consultants." Many inspectors, he

said, would find enough work for a full-time career but would have to combine educational expertise with sound business judgment.

Registered inspectors would "quite fundamentally carry the can" for the performance of their teams, which will include trained lay members with no immediate background in education. "Lay members will bring certain skills and insights which will be unique to them. They will



Sutherland: casting his net wide

play a full part in every inspection team," he said.

The new marketplace in inspections is intended to transform a profession that critics regard as a sleepy bastion of the old education establishment. Bill Wright, general secretary of the National Association of Inspectors and Educational Advisers, said that the association would have to adapt to the changing lifestyle of the professional inspector. "We could well see within a year or two half our members being outside the local authorities. People setting up outside will have different needs."

Predictions that schools would rush to opt out of local authority control after the general election result have been proved wrong. Labour said yesterday. Jack Straw, the party's education spokesman, said only 56 schools had decided to ballot parents on opting out this term, and that 74 ballots had taken place between April and July, compared to 120 in the same period last year.

## Henley draws the racy and ritzy

Joe Joseph gets a complete tour of English social history in seven minutes on an umpire's launch

THE real glory of the Henley Regatta is that if you board an umpire's launch downstream, and then chase one of the boat races all the way to the finishing line, you get as thorough a tour of English social history as G.M. Trevelyan or A.J.P. Taylor could offer. And all in just seven minutes 17 seconds. Less if you're following a couple of cracking crews.

The first giveaway that we are among the rabble is the dress. There are three traditional dress codes for Henley: the Gieves & Hawkes blazer-and-cream-trousers uniform; the striped blazer designed like a liquorice allsort; and the boat club blazers in playschool primary colours with contrasting ribbon trim.

Lapels must be thick with badges, tied through the buttonhole with string. Henley-goers always look first at your lapel, to see if you have access to any of the exclusive clubs and enclosures to which they don't, especially the Leander Club.

At the hot polloi end they often wear jeans, but no badges. They eat "Soft Whip" ice cream, "Fresh Donuts", "Scrumpy Jack" cider, and they buy T-shirts from the sort of stalls you see at village fetes. The beer and sandwiches here are half the price you pay one mile further up the river. Many have their dogs with them. They are enjoying themselves because they chose to come, not because they were invited by a computer company or because all their friends were coming.

Past the Empress of India pleasure cruiser where the trippers look like an office outing in their cheap complimentary straw hats with King-Mc-Quick handbands. Then, on the right bank, come the hospitality tents with their Dixieland jazz bands serenading the guests, middle-class entertainment for the middle classes to accompany their poached salmon. Here the dress is more Gieves & Hawkes-style Marks & Spencer. They hold beer



Jolly boating weather: the rain drenches rows of empty seats at Henley

mugs, each filled with a small tropical forest and a splash of Pimm's.

Over on the left-hand side you can begin to spot the Range-Rovers and Volvos in the fancier car parks. Each car has an awning pegged out over its boot, under which a table is laid for six or eight, with smoked salmon and strawberries and granary bread from wicker bread baskets. The talk is always of the last attended

event in the social calendar. Meanwhile, the car park is ringing with the pop, pop, pop of afternoon champagne, to be followed later by the plink, plink fizz of the evening Alka Seltzer.

At last the Stewards' Enclosure, where Gieves & Hawkes, liquorice allsorts, and playschool primaries are everywhere. Their wives look as if they have popped in on the way home from a wedding to catch a race and

a top-up of champagne. The Goldie boat wins, in 7min and 17sec, but their momentum carries them up to the terrace of the Leander Club, where the members regard themselves as Henley's elite. Many belong in an H.M. Bateman cartoon and are dressed head to toe in club hot pink.

Hardly anyone seems to watch any racing, but the downstream rabble seem to have more fun.

## Chlorine in water linked to cancers

BY NIGEL HAWKES, SCIENCE EDITOR

AN AMERICAN study claiming that chlorination of drinking water can cause rectal and bladder cancers produced a sharp response yesterday from the Water Services Association. Water in Britain had been safely disinfected with chlorine for 100 years, the association said, and the safety of the process was not in doubt.

The rejoinder was triggered by a paper published in the *American Journal of Public Health* by Robert Morris of the Medical College of Wisconsin and colleagues at Harvard School of Public Health. Based on an examination of ten previous studies of the carcinogenicity of chlorinated water, Dr Morris and his co-authors concluded that drinking, bathing and showering in chlorinated water might be responsible for 15 per cent of rectal cancers (6,500 cases) and 9 per cent of bladder cancers (4,200 cases) in America each year.

Most of the original studies had shown no such link, but adding them together showed a correlation between the rates of the two cancers and the use of chlorination. If the correlation does signify a cause-and-effect relationship, the mechanism is assumed to be by-products such as chloroform produced when the chlorine reacts with organic materials in the water.

Dr Morris said yesterday: "There is a clear pattern between consumption of chlorinated water and rectal and bladder cancer. We should look at this in terms of whether there are technologies available that don't pose these risks and we should implement them."

The team do not claim that anybody would be better off if water were left unchlorinated. "The potential health risks of microbial contamination of drinking water greatly exceed the risks," they write.

The Water Services Association, which represents the ten water supply companies in Britain, said that the results were not necessarily applicable here. "The types of residue found and the processes of chlorination used are not always the same," a spokesman said.

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## How to survive teenage traumas

ONE in five adolescents thinks that life is not worth living. Yet most come through it with no more than minor skirmishes over haircuts, loud music and staying out late, according to the Royal College of Psychiatrists.

The teenage years can be an "emotional assault course", but the tensions can be reduced if parents follow four rules, the college says in *Surviving Adolescence*, a leaflet published yesterday.

Dr Mike Shooter, a Cardiff psychiatrist, said at the launch of the leaflet that adolescence in the 1990s was tougher than ever because of rising divorce rates, youth unemployment and increasing expectations. He said that economic circumstances were denying youngsters the opportunity to grow up. "Most of the teenagers I work with are jobless and

The Royal College of Psychiatrists has set four rules to help parents over the misery of adolescence. Jeremy Laurance reports

they have to live at home with their parents. It's very difficult to get established into adult life when you are still dependent on your parents."

Sexual expectation was another factor, he said. "Many teenagers at 15 or 16 think they are somehow inferior if they haven't run through the whole gamut of sexual experience."

Dr Richard Williams, a psychiatrist in Bristol, said that adolescents' developing capacity for moral thought and sense of injustice could lead to conflict. "Adults can seem hypocrites who don't have pure thoughts."

He said that families had to cope with the adolescent's emerging indepen-

dence and the growing importance of peer groups. But parents remained a big influence. "Any adolescent who is so alienated from his parents that his peer group takes precedence has a problem."

Maggie Pringle, head of Holland Park School, west London, said that schools which became obsessed with targets and examination leagues would leave youngsters ill-equipped to cope with adult life. She said that the pressure to meet academic targets was increasing as greater demands for accountability to parents and governors were made. "My fear is we may define our role too narrowly, when we should be involved

in equipping children with the capacity to cope with an increasingly complex society."

The four rules suggested by the college for surviving adolescence are:

- Parents must agree between themselves what approach to adopt to issues such as bedtimes and homework. "One parent allying with the child against the other parent is a recipe for disaster," it says.
- Parents should lay down a few, clear, ground rules, apply them consistently and never threaten sanctions if they are not going to carry them out.
- They should listen sympathetically to problems without being judgmental.
- They should not expect gratitude. "Adolescents probably won't be grateful until they have children of their own and realise what an exhausting job it is."

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## Investment increases but slump cuts passenger totals and property prices

# Rail losses hit £144m despite big subsidy rise

By MICHAEL DYNES, TRANSPORT CORRESPONDENT

BRITISH Rail announced yesterday that it lost £144.7 million in the year to April, a fifteen-fold increase over the previous 12 months, despite a £300 million rise in government subsidy to mitigate the severity of the recession.

BR's disappointing results, which come two weeks before the government is due to publish its rail privatisation white paper, reflect fewer passengers, a collapse in income from property sales, high interest charges, and the capital cost of preparing for the Channel tunnel.

InterCity, the national passenger network, made a profit for the fourth year running, although its surplus fell from £49.7 million to £2 million. Trainload Freight, BR's newly created bulk freight operation, earned a profit of £67.5 million, confirming it as an early candidate for privatisation.

Network SouthEast, the London and South-East regional network, lost £181.9 million, up from £154.9 million in 1990-1, which fell to a deficit of £7 million after subsidies. Regional Railways losses increased from £503.4 million to £583.6 million, which was transformed into a surplus of £8.4 million by £592 million support.

Receipts from property sales and lettings, which have helped to cushion BR from the recession, fell from £223 million to £163.9 million. Revenue from property sales alone fell to £53.9 million, down by some 55 per cent over the previous year.

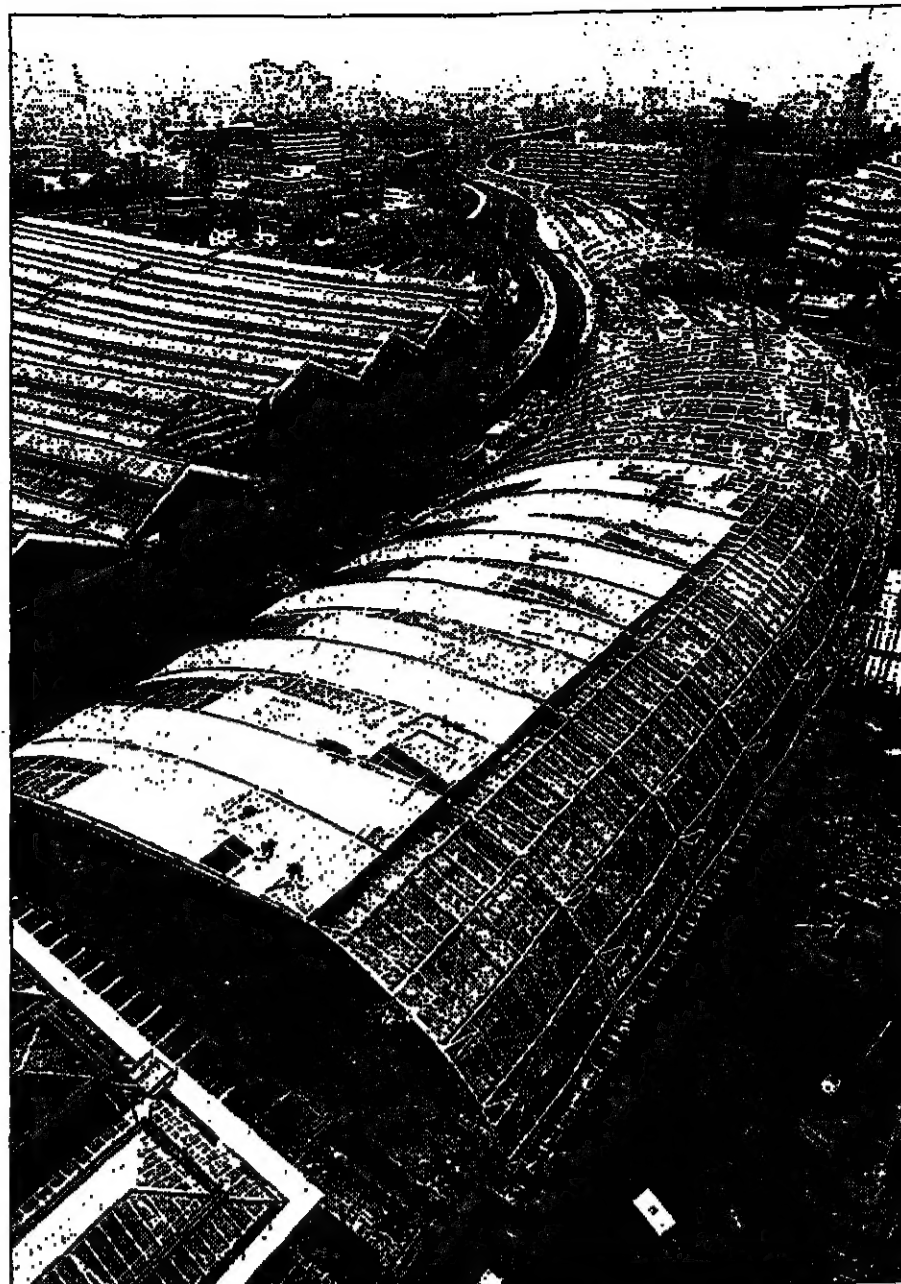
Despite the economic downturn, which saw the number of passenger journeys decline by 23 million, BR managed to increase investment to £1,005 million,

an increase of 21 per cent over the previous year. This is the first time annual investment has exceeded £1 billion. Of the total, £758 million was spent on refurbishing and maintaining the existing railway.

Sir Bob Reid, the BR chairman, highlighted the railway's successes, including the completion of the east coast mainline electrification scheme, the renewal of Regional Railways' diesel fleet, the redevelopment of Liverpool Street station, London, and the imminent arrival of new Networker trains for Kent. "We achieved a considerable amount in 1991-2. I think the industry is in good shape," Sir Bob said.

BR's achievements included the £1.3 billion investment scheme in anticipation of Channel tunnel services, including upgraded track between London and Folkestone, and the new Waterloo international terminal, which was proceeding "on time and within budget". Because BR's Channel tunnel preparations had been financed by increased borrowings, which had led to a substantial increase in interest repayments, ministers would have little option but to consider a debt write-off, Sir Bob said.

Government plans to break up and privatise the railways must ensure that the benefits of the national network are preserved, customer service is enhanced, operational safety is maintained, and that the present level of investment continues uninterrupted, he said. "The move from deterioration to dilapidation to danger comes all too quickly and must be prevented."



On time: building work on BR's new Waterloo international terminal

Spending on safety related schemes increased from £140 million to £225 million, Sir Bob said, a significant proportion of which went on hiring additional staff to comply with the safety recommendations made by the enquiry into the triple train crash at Clapham in 1988. In addition, BR has responded to the findings of the Health and Safety Executive into the safety of slam doors. Responding to the deteriora-

tion in BR's finances, John Prescott, Labour's transport spokesman, said that the financial targets imposed on BR are "undesirable and unworkable," he said. "They are a financial straitjacket which has led to a fall in the quality of service." Season ticketholders will receive discounts if ten British Rail lines fail to improve the performance in the next six months. The offending lines are

West Coast and Cross Country on InterCity for punctuality; Gatwick Express for reliability; Kent Link and Kent Coast for punctuality; Regional Railways' long-distance Cross Country line for punctuality; West Midlands short routes for punctuality and North East, Cardiff Valleys and West Midlands for reliability.

Richard Hope and Diary, page 14

## Freed poll tax rebel vows to fight on

TOMMY Sheridan, the Glasgow poll tax protester jailed for contempt of court, was released yesterday after four months. He said that he had no regrets about his imprisonment.

"I would not want to go to prison again but, if I am faced with the same circumstances, that is what will happen," Mr Sheridan, 28, said after his release from Saughton jail in Edinburgh. "I am not going to be frightened or cowed."

Two dozen supporters, including his mother Alice, were outnumbered by the media when he emerged from the prison. He then headed for a rally with his supporters outside the council building in Glasgow.

Mr Sheridan, of Pollok, Glasgow, was jailed for six months for defying a court order banning him from a warrant sale of community charge debtors' goods. His term was reduced by good behaviour.

While in prison, he stood as a Militant Labour candidate in the general election in the Glasgow Pollok constituency, gaining 6,000 votes. He was expelled from the Labour party for Militant links.

He won a seat on Glasgow district council in May. His councillor's attendance payments were frozen in an attempt by the authorities to pay off his poll tax arrears. Mr Sheridan said that he has not signed the necessary mandate for the funds to be paid and is now planning legal action to stop the move.

"Some things haven't changed," he said yesterday. "The rich seem to be getting richer from what I read in the papers. But one thing that has changed is that the campaign against the poll tax is now even stronger. There are more people not paying than when I first went in."

While in jail he received 1,606 letters and said that he replied to every one. He paid tribute to prison staff and fellow inmates who had treated him "tremendously".

## High-tech trap is hard cheese for nosy mice

Cheddar is out, infra-red beams are in. Nick Nuttall examines a device giving new meaning to the phrase computer mouse

THE mousetrap has entered the computer age. In place of the traditional slab of wood topped by a piece of sprung wire that gives the unwary householder firing a lump of Cheddar a nasty thwack across the fingertips comes the Mouse Alert, a device involving infra-red beams, a central computer and automatic telephone calls to pest control officers.

The 7in-long box has small holes at each end. A mouse entering it breaks one of two beams, which sends a signal causing doors to slide across the holes. Another signal is sent to the computer, which dials a predetermined set of telephone numbers to alert the nearest officer.

The Mouse Alert has been developed by Rentokil of East Grinstead, Sussex. Grant Parrott, for the company, said that the system had many advantages over traditional traps, including reliability. A computer print-out of mouse incidents could be produced for companies to show public health inspectors, proving how seriously they took pest control.

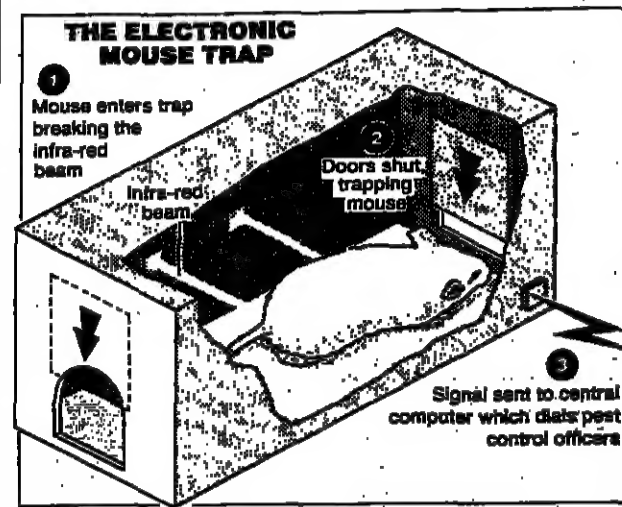
No cheese is needed. Research has shown that mice like to scurry close to skirting boards, sensing their position with their whiskers. If

the box is left close to a wall, an inquisitive mouse will venture inside, says the company.

Ralph Waldo Emerson, the American writer, is credited with saying that "If a man... make a better mousetrap than his neighbour, tho' he builds his house in the woods, the world will make a beaten path to his door". Whether Rentokil will enjoy such acclaim may depend less on the trap and more on its price. Peter Bateman, another spokesman for the company, said that the Mouse Alert costs "several thousand pounds a year", depending on the number of boxes and the level of sophistication requested.

The system is aimed at companies with sensitive computer installations or with stores of expensive commodities such as pharmaceuticals that are vulnerable to damage by mice. Rival high technology systems include an American one in which a rodent enters a tunnel, disturbing an electric eye and causing the tunnel to tip, depositing the victim in a bag. Carbon dioxide is pumped in, suffocating it.

Anti-bug danger, L&amp;T section, page 6



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# Troops attack fairground families after drink binge

By MICHAEL HORSNELL

A SPELL of midsummer madness turned Cambridge into a battle zone early yesterday when over 40 drunken soldiers from the 1st Battalion The Royal Highland Fusiliers attacked sleeping fairground workers in their caravans on Midsummer Common before rampaging through the city centre.

By morning the common, scene of an annual fair since the time of King John, resembled a set from a cowboy movie, with more than £5,000 damage to the victims' wagons. Sharpened fence stakes torn from the ground and used to smash the windows and bodywork of cars and caravans littered the site. Military police were interviewing soldiers at Oakington Barracks in Cambridgeshire yesterday, before their departure for Belize. No arrests were made.

The fair workers had packed their travelling circus away after the show ended on Monday. John Fendick, 60, head of a large travelling family, said: "I woke to see hordes of them bellowing and shouting like they were the Indians in a cowboy film, coming across the common. I shouted to my daughter to get the other children and drive them away. I heard them shouting, 'Kill the bastards.'"

One man, who declined to be named, told how his wife and 13-year-old son dived to the floor of their caravan after the soldiers threw a gas cylinder through a window, followed by fence stakes. "We were terrified," he said. "The gas was still on when they

threw the cylinder and one stake went flying straight through the caravan." Senior army officers sent flowers and an apology to the man's wife yesterday.

Police said that they believed the attack by the soldiers, who were not in uniform, might have been to avenge an attack on a soldier in a Cambridge pub at the weekend. Fairground workers denied this. One said: "This was purely a case of a load of drunken Scotsmen coming here and smashing the place up for no reason at all. They caused trouble in pubs, earlier on, and then started to smash each other up to have a go at us."

Others said that they were considering a complaint to the police about their slow reaction. Previous clashes between locals and soldiers from Oakington, Waterbeach and Basingbourn barracks have led to the city being placed out of bounds for the soldiers. A police enquiry into the disturbances, which began earlier in city centre pubs and involved up to 100 soldiers, was launched by David Winsor, assistant chief constable of Cambridgeshire.

A police spokesman said that a special operation at the five-day fair ended when the fair closed on Monday night. "We had no advance intelligence this was going to happen and therefore no men on the ground. We couldn't match the soldiers even though we got some reinforcements. There were a number of running skirmishes until 3am."



Finest arts: representatives of five organisations picked from 220 to win £25,000 each in the Prudential arts awards at Hamiltons Gallery, central London, yesterday. Seated from the left: John Ward of Opera

North, Leeds; Richard Steinitz, Huddersfield Contemporary Music Festival; Gary McKeone, Field Day Theatre Company, Londonderry; standing, Jonathan Wilkins, Chis-eahle Gallery, London; Val

Bourne, Dance Umbrella, London. Five individuals shortlisted for the £5,000 Arts Council Award were also announced: Simon Rattle, principal conductor of the City of Birmingham Orchestra; Cicely Berry,

voice director of the Royal Shakespeare Company; Lloyd Newson, director of DV8 dance company; Sir Charles Mackerras, musical director of Welsh National Opera; and David Sylvester, the art critic.

## Prisoners locked in gun store

By EDWARD GORMAN  
IRELAND CORRESPONDENT

TWO men arrested in the early hours of the morning for being drunk and disorderly in the centre of Castlebar, Co Mayo, in the Irish republic, were locked up in a police cell that was being used to store five revolvers, a submachine gun and 20,000 rounds of ammunition.

Only two police officers were on duty in the town on the night in late May. After a scuffle in the station, they managed to force the men into a cell, not knowing that it was being used as a weapons store in contravention of regulations.

The officers realised that something was wrong when they heard the prisoners smashing the submachine gun against the cell wall, according to the *Irish Independent*. When they went to investigate they found that they had also scattered the ammunition and the pistols all around the cell. A police source told the newspaper it was pure luck that the prisoners, who were released without charge, did not load the guns.

### NEWS IN BRIEF

#### Judge jails last man in bank gang

A man said to have masterminded three armed robberies on Lloyds Bank branches, netting about £500,000, was jailed yesterday for twelve and a half years.

Matthew Chieka, 25, admitted robbery, firearms offences, handling stolen cash and guns, and handling the proceeds of burglaries, when he appeared at the Old Bailey. The judge told him: "I find it impossible to accept your counsel's submission that you played a subordinate role."

Chieka was arrested in an expensive rented apartment in Marbella. Police found a false passport and more than £20,000 in a false ceiling in the bathroom.

The other two gang members — Chieka's brother Stephen, 19, and Mark Calver, 22 — were each jailed for 12 years last year after admitting their parts in the robberies.

#### £1m sale hope

Christie's expects to raise more than £1 million from a three-day sale of more than 1,000 lots from the stock of a west London architectural firm in October. The lots will include a complete Georgian shop front bought for £50 in 1958, and an entire wood panelled room from 52 Charles Street, Mayfair, reputedly from the home of Nell Gwynne.

#### Pit bull shot

Police shot dead a stray pit bull terrier after it attacked a man walking across a green at Peckham, south London. The man was taken to King's College Hospital with serious injuries to his left arm. Police did not give his name. The dog was not wearing a collar or tag. Sergeant Wayne Nash said that the dog was completely out of control. "It was far too dangerous for our dog handlers to approach."

#### Fan convicted

A 21-year-old Englishman was convicted by a court in Stockholm of inciting fights between English and Swedish soccer fans during the European Championships last month by shouting "Let's kill the Swedes." The man, from Wolverhampton, was not named, according to Swedish practice. He was allowed to return home after spending 14 days in jail awaiting his trial.

#### Heritage goes on instant alert

By MICHAEL MCCARTHY  
ENVIRONMENT  
CORRESPONDENT

FOUR rings of the telephone is all it should take in future for the experts in architecture and archaeology at English Heritage to answer enquiries, Jocelyn Stevens, the new chairman, declared yesterday.

This guarantee of a swift reply is only part of the Stevens shock therapy for England's historic buildings and monuments commission.

Yesterday, at his first press conference since taking over three months ago, Mr Stevens said that more staff would be taken on if necessary, although 100 of the 800 in the Savile Row headquarters in central London are being moved to the regions. The idea of transplanting the headquarters to Nottingham had been shelved, he said.

A new, ambitious set of standards of service to the public, both for visitors to historic houses and for applicants for the more than £30 million worth of annual grants, is being introduced to win English Heritage more public support.

The new standards promise replies, or acknowledgements, to all letters within five days; require all telephone enquiries not dealt with immediately to be dealt with within 24 hours; give clear timetables for decisions on all grant applications; require senior staff to identify themselves; and invite dissatisfied customers to complain, if necessary to Jennifer Page, the chief executive. Staff performance would be monitored, Mr Stevens warned. "And every telephone call must be answered within four rings," he said.

Taking Mr Stevens at his word, *The Times* rang three different departments of English Heritage. All passed the four ring test. Mr Stevens was delighted.



Stevens: an answer by the fourth ring

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## Anorexic girl enters special medical unit for treatment

By Frances Gibb, Legal Correspondent

THE anorexic teenage girl who lost her court battle for the legal right to continue starving herself was moved to a London medical centre for treatment yesterday after the Court of Appeal was told she had bowed to the inevitable.

The 16-year-old girl, identified as "J", was seen by her solicitor on Tuesday night and told of the appeal judges' decision that, because of her rapidly failing health, she could be given treatment without her consent. She said she still wants to stay in the special psychiatric unit where she is being cared for and is unhappy about the court's ruling, her counsel, Allan Levy QC, told the Court of Appeal yesterday.

But she is going to co-operate. She bows to the inevitable, bearing in mind the order of the court," he told Lord Donaldson of Lynton, Master of the Rolls, and Lord Justices Balcombe and Nolan. The girl entered a special medical unit in London yesterday afternoon.

Lord Donaldson emphasised that the court had made no final ruling in the case, which involved wider issues than those immediately affecting J. The decision that the girl could receive treatment against her wishes was an interim measure in the special circumstances of her case.

The judges heard argument on the legal principles involved. They have been referred to the 1969 Family Law Reform Act, under which, it was argued on J's behalf, adolescents between 16 and 18 could refuse consent to surgical, medical and dental treatment. Lawyers, doctors and carers recognise that the implications of the case are far-reaching.

John Samuels, QC, for the local authority which has care of the girl, asked the judges to declare that the act conferred no rights, per se, on adolescents. The judges are expected to give their detailed

judgment on the issues involved at a later date. Their decision, unless challenged in the House of Lords, will lay down vital guidelines for future cases.

The court has issued a strict injunction banning publication of any information — including the identity of the local authority and prospective foster parents — calculated to lead to the girl being identified. The injunction also bans anyone from soliciting information from the child or those caring for her.

Mr Samuels, arguing that the 1969 act did not confer absolute rights, said that in appropriate circumstances the protective system of the courts would always be available to "enable the wayward teenager to cope with and overcome a temporary medical crisis".

During final submissions by Mr Levy, for J, Lord Donaldson said: "The principle of good parenting is to give children as much rope as appropriate but not enough to hang themselves." Mr Levy maintained that the judges had failed to give sufficient weight to J's wishes.

Major Somerton, the girl's solicitor, said she was understandably depressed about the court's decision. "She accepts that treatment will be administered and she will probably co-operate — but at what level we will have to see." Once the girl had gained weight, her psychiatric problems would be dealt with. At the end of the programme she would go to foster parents or a psychiatric unit.

Yesterday Ian Kennedy, professor of medical law and ethics at King's College, London, said that the court was weighing up whether the right to order treatment applied in this case because of the girl's "life threatening" circumstances, or whether it would apply more widely. If the latter was the reason, he said, it meant that "adolescents had no rights at all in

the legal system until they reached adulthood".

Doctors who fear that a mentally ill woman may have a brain tumour do not need court permission to carry out urgent "invasive" diagnostic treatment without her consent, a judge ruled yesterday.

The health authority which has care of the 25-year-old woman had sought a High Court declaration sanctioning a brain scan, involving heavy sedation and injection of a contrast agent into her blood.

Deputy Family Division Judge Nicholas Wilson, QC, ruled that a declaration was unnecessary for the treatment, which every one admitted to be in the woman's best interests. He said that if he granted a declaration it could lead to costly and unnecessary court action by other health authorities in similar cases in the future.

A duty to live? page 14



Carved with pride: Norman Tait, a North American Indian chief, in Bushy Park, south-west London, yesterday, when a 37ft totem pole he carved was raised to mark Canada Day

## Unskilled clerks advise suspects

By Frances Gibb, Legal Correspondent

UNQUALIFIED clerks with little or no understanding of the law are carrying out the vital task of advising suspects in police stations, according to unpublished research for the Royal Commission on Criminal Justice.

The research paints a damning picture of the quality of legal advice given to suspects who exercise their statutory right to it, largely because solicitors delegate the call-out work to clerks. The clerks, sometimes only 19, often have no legal training, no understanding of the law, cannot see a defence case and do not understand whether police are acting legally.

The findings, still in draft form, will be a central part of any proposals by the commission for strengthening suspects' rights to legal advice as a balance to possible miscarriages of justice. They are likely to lead to recommendations for strict quality control of firms doing duty solicitor work, which now costs £61 million a year.

Dr Jacqueline Hodgson, lecturer in law at Warwick University and co-author of the research with Dr Michael

McConville, professor of law, said: "Some firms try very hard and are extremely committed. They give an excellent service and put professional ethics above making a profit. Unfortunately they are a minority." Such firms were horrified at the practices of the majority of the "big defence providers" who were geared to a high turnover, achieved through delegating the duty advice work to clerks.

Delegation of duty solicitor work to a solicitor's representative was allowed under the 1984 Police and Criminal Act.

The research for the commission is part of a bigger four-year project in which the Warwick team has looked at 200 legal advisers in 50 law firms. The findings of that project will be published next year. The theme running through both pieces of research is the bad advice given by legal advisers to suspects. Dr Hodgson said: "Many call themselves legal executives. But legal executives are legally trained; and these advisers very often are not."

Leading article, page 15

## Top police accept new work deal

By Stewart Tandler, Crime Correspondent

POLICE chief constables have accepted the principle of short term contracts for the top level of the service and the end of the system where senior officers can keep their jobs up to 65 with little or no check. Senior officers have also opened the way to the possibility of performance related pay.

The principle of five-year contracts has been accepted by representatives of the Association of Chief Police Officers during negotiations on pay proposals going before local authorities and the Home Office. A system for contracts and new pay calculations may be some time away but the positive attitude of the chief constables could influence the rest of the police.

A senior police source said the only restriction on contracts put forward by association members is that there would have to be safeguards to preserve police independence in operational matters. The contracts would at first apply to only chief constables and their deputies.

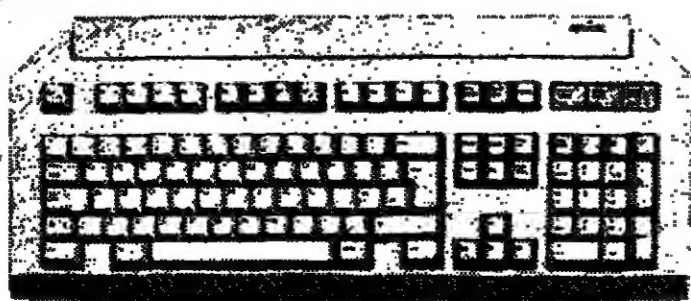
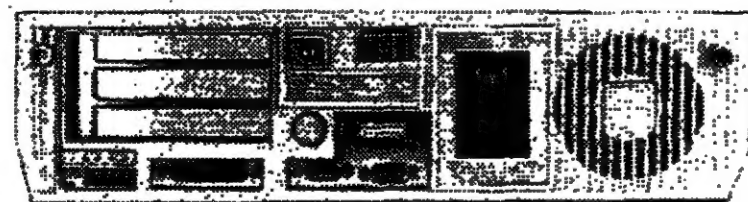
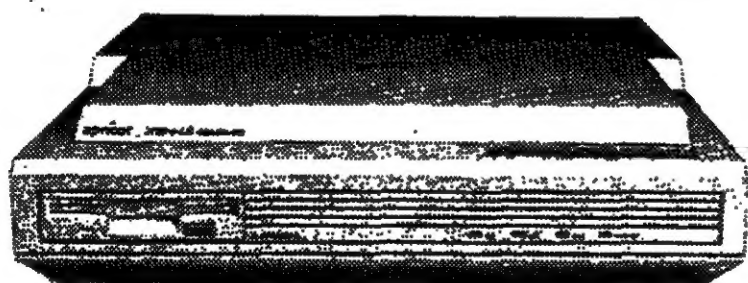
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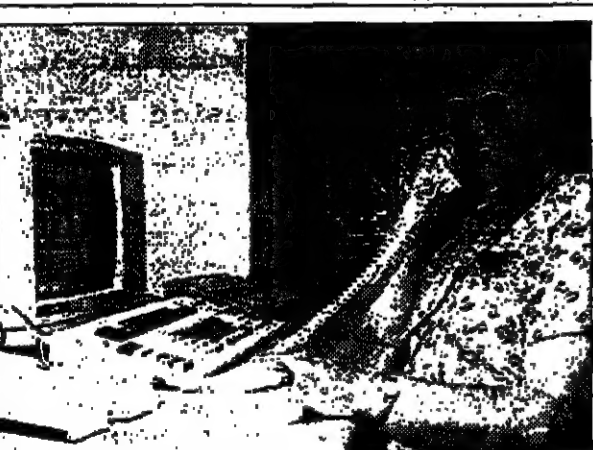
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Home alone: Margaret Duncan answering directory enquiries at her home in Fortres

## BT phones home in exchange trial

Telephone operators in Inverness are taking part in a scheme allowing them to work from home, Louise Hidalgo writes

CALLERS to directory enquiries in Inverness should not be put off by the sound of a vacuum cleaner in the background. It is just Shona McGougan fitting in her chores while taking part in a BT experiment on flexible working.

Mrs McGougan is one of ten operators at Inverness telephone exchange who have volunteered to work from home for the next year. She has already been doing so for the past fortnight, testing new equipment which, to prevent home operators becoming lonely, includes a videophone so that they can catch up on the latest office gossip during breaks.

"You have to be fairly disciplined," Mrs McGougan said. "But when you're answering a call a minute, you don't get much time to be distracted. And during my breaks, I can do some vacuuming or put clothes in the washing machine."

"I haven't had a chance to feel lonely. I use the videophone every day to talk to other operators during the tea break, and to check in with my supervisor when I start work. If the doorbell or the telephone rings, I just have to ignore them."

The greatest saving she has found has been the 13 minutes travelling from her home in Fortres, on Black Isle, every day. "It's saving me at least £40 a month in petrol alone."

Teleworking, the comput-

er and telephone-based technology introduced in the late 1980s, has been confined so far to senior staff or self-employed people. The National Economic Development Office, however, estimates that about 1.5 million people are working partly or completely from home or from a "satellite office", and predicts that the number will rise. The majority work in information technology, but many work for telephone-based services such as mail-order companies.

"Teleworking is part of an overall move towards more flexible working," Barbara Stephens, the development office's industrial adviser, said. "By the year 2000, we believe half of the workforce will be working an alternative to the Monday to Friday, nine to five pattern."

BT, which hopes that its experiment will attract other businesses to use its services for their own teleworkers, intends to extend the scheme to other sections of its workforce later in the year.

"We have not yet decided which employees will be participating," Mike Gray, head of BT's research centre, said. "But one thing we have had to make clear is that it is not a substitute for childcare."

In the meantime, Aberdeen University psychology department will be monitoring the "happiness level" of the teleworkers, if not BT's customers.

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Consumers' group and fire chiefs fear safety risk from fuel injection systems and increased electronics

## Fire deaths blamed on car designers

BY KEVIN EASON, MOTORING CORRESPONDENT

CHIEF fire officers and the Consumers' Association are calling for improvements in car design to try to cut the record number of deaths in vehicle fires. Both groups fear that fuel injection systems and advanced electronics are partly responsible for the rise.

John Beishon, director of the Consumers' Association, said yesterday: "Car makers could make many improvements which might mean the difference between life and death. Almost half the car fires in 1990 — 46 per cent — were caused in some way by the cars themselves."

Deaths in fires not started deliberately doubled to 133 between 1980 and 1990. Two thirds of those died in fires started by crashes.

The association investigates car fires in its magazine *Which?*, published today. It began the investigation after discovering cases including a new Citroen XM that burst out after only two weeks and a Peugeot 205 diesel that was repaired after one fire but burst into flames again on the way back from the garage. Dr

Beishon said that the government should name models most susceptible to fire.

The Fire Brigades' Chief and Assistant Chief Officers' Association carried out its own survey of five regions and discovered that electrical equipment was at fault in 61 per cent of non-deliberate vehicle fires. The first item to ignite was fuel, in 40 per cent of cases, followed by insulation materials (22 per cent), and wiring (17 per cent). Older cars were the most vulnerable, as their wiring perished with age, leads became faulty and fuel lines broke.

*Which?* and the chief officers say that many modern cars have inflammable materials near heat sources. Both groups are particularly worried that fuel injection systems could keep on pumping petrol even after a crash had started a fire. They want automatic cut-outs fitted on all fuel-injection cars. The use of electronics is increasing the number of dashboard fires, according to the fire brigades. In cars made before 1985, 75 per cent of fires

started under the bonnet and 9 per cent in the dashboard. In cars made after 1985, those figures had changed to 69 per cent and 14 per cent.

The chief fire officers want automatically triggered extinguishers fitted under the bonnets of cars. The Consumers' Association also calls for the wider use of extinguishers and recommends that owners fit hand-held models.

The fire officers are to ask the Home Office to start a more detailed system of reporting to help to understand why fires start. They also want manufacturers to study the deterioration of wiring, the proximity of heat to flammable materials and the routing of fuel lines. Foams and insulation materials used in the passenger compartment, currently unregulated, should conform to legislation for domestic furniture.

The total number of vehicle fires rose from 25,792 in 1981 to 44,527 in 1990. Forty-four per cent were deliberate, caused by theft, vandalism or owners trying to claim insurance.



Burn-up: a fuel-injected sports car that burst into flames at traffic lights in London a month ago

### What the makers say

THE Society of Motor Manufacturers and Traders says only 3.4 per cent of fires occur during crashes and design is making cars safer.

Steps which makers say they have taken include: Ford: highly flame-resistant interior materials; fuel pump cuts out in crash. Volvo: stan-

dard for upholstery flame resistance 20 per cent more stringent than other makes; fuel tank leakage prevented; fuel pump cut-out; Vauxhall: fuel pump cut-out; fuel-filler valve prevents leakage if car overturns. Rover: exceeds US standards on flame resistance by 20 per cent.



## Serbs died instead of returning

Two young Serbian men living in Britain hanged themselves because they did not wish to return to Yugoslavia.

Goran Potrebic killed himself at his home in Ears Court, west London, on May 14 because he feared that his application for political asylum would be refused and he would be deported, an inquest was told yesterday.

In a separate incident a few days later, Slavoljub Barudic, 25, a student at Belgrade University, was found hanging behind Latimer Road tube station, west London. He did not wish to return home because he would have to fight in a war he did not agree with.

In two inquests at Westminster, central London, Dr Paul Knapman, the coroner, returned verdicts that both men killed themselves.

## Bell murder enquiry ends

Scotland Yard is to close its enquiry into the murder of Penny Bell, 42, the businesswoman who was found stabbed to death in her Jaguar XJS in the car park of a west London leisure centre in June last year.

Detactives say they have no further leads in the investigation. They believe that up to 30 witnesses have never come forward. Mrs Bell, the mother of two children, was stabbed 50 times. Nothing was taken from her car.

## Armed raiders hold girl, 11

Armed men held a gun to the head of an 11-year-old girl as they raided her mother's post office in Ilkley, West Yorkshire. Ann Bristow, 37, was opening the shop when the raiders grabbed her daughter Elizabeth and demanded money.

Police said that the men escaped with a considerable amount of money and tax discs. The girl and her mother, who had been the victim of two previous raids, were shocked but not injured.

## Head accused

Royston Owens, 54, former headmaster of Millbrook Grange School, Kenilworth, Warwickshire, his wife Doris, and Paul Ramsey, 40, a teacher, were remanded on bail yesterday by Leamington Spa magistrates accused of sexual offences against girls at the school.

## Crash kills two

Two people were killed when two cars collided in heavy rain at Bodenhay, Wiltshire. A seriously injured man was taken to hospital in Salisbury by helicopter.

## Vandal trapped

A passer-by who saw a vandal damaging a phone box trapped him inside by jamming the door shut. At Dorchester Crown Court, Justyn Walker, 20, was sent to a young offenders' institution for seven months.

## Olympics visitors warned

VISITORS to the Olympics in Barcelona risk being booked into hotels condemned as fire traps by *Which?* (Kevin Eason writes.)

The one-star Hotel Internacional in the city centre had almost no fire safety provisions and 25-metre corridors with dead-ends. There were no fire exit signs, no alternative stairway and fire doors were wedged open.

The three-star Hotel Jaime I in Salou had a 45-metre dead-end corridor, a "useless" alarm system and an open stairwell which would allow smoke to spread fast.

The hotels are among six into which British sports fans are being booked by Sportsworld, a UK Olympic tour operator. Sportsworld has taken up the dangers with the managements of the hotels.

The other hotels used by the company, rated as satisfactory or better, were the Presidente in Barcelona, the Fort Salou Park and Salou Princess and the Guitart Park in Lloret de Mar.

Job-hunters paying up to £60 for professionally written CVs could probably do better themselves, the association said.

Waffle, spelling mistakes, poor grammar and omitting a degree were among the dangers dropped by ten CV firms tested by *Which?* "The most fundamental criticism was that the CVs were churned out with little or no effort to maximise the qualities and experience of the candidates, or relate them to their career aims."

## Edinburgh asks drivers to share

A city council is launching a computerised car register to cut pollution, reports Kevin Eason

EDINBURGH has some of the worst pollution in the European Community of nitrogen dioxide from car exhausts, according to a study by Edinburgh District Council.

The city's 30,000 commuter motorists are now to be asked to share their cars to cut down on the number of vehicles flooding in and out of the city at peak periods to reduce congestion and pollution.

A study by the Royal Automobile Club showed that up to nine out of every ten cars entering the city had only the driver. The RAC said that the city is clogged and polluted by people who probably share the same route to the office but not the same transport.

The RAC, the Scottish Office and the Lothian and Edinburgh Environmental Partnership will today launch a register to encourage commuters to get together. The scheme is based on a long-running project in Los Angeles where, specifically, lanes are set aside for commuters willing to share a car with fellow travellers.

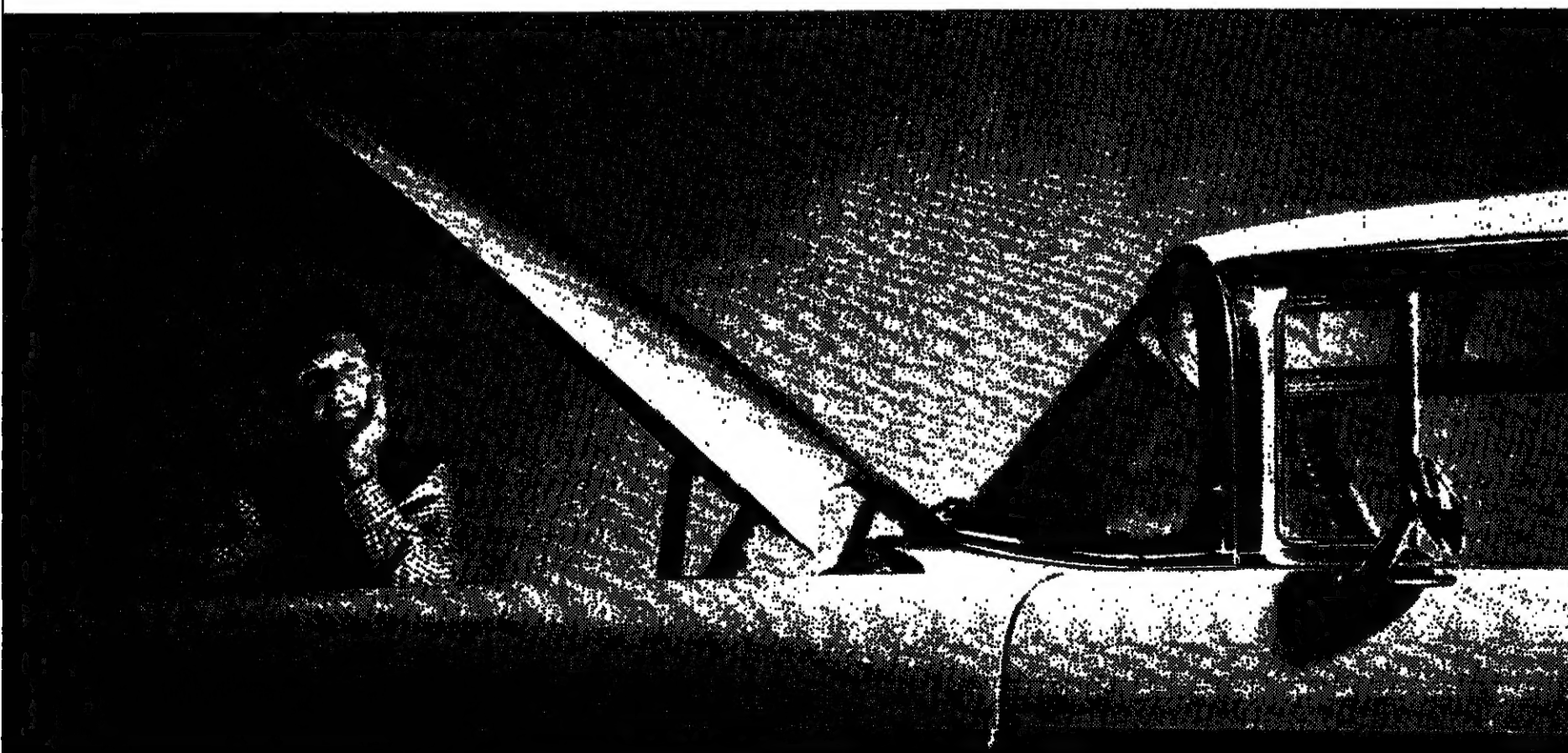
There are no fast lanes in Edinburgh but there could be soon if city authorities decide to allow the car-

sharers to use bus lanes. The computer register will act almost like a dating agency, cross-referencing home locations, journey patterns and working habits to make sure that sharers are compatible. Sharers can choose travel partners of the same or opposite sex while smokers and non-smokers can be paired.

The register also promises to filter out any risk of accidentally picking up a psychopath by checking on home backgrounds and records, which are then stored in secret. Sue Nicholson, of RAC Scotland, said: "This scheme is capable of reducing pollution levels and easing congestion but it also means that no one has to give up the comfort and personal freedom offered by the car. It can also offer big cost savings for those sharing."

What happens in Edinburgh will be studied by dozens of cities all struggling to cope with the effects of pollution and congestion. The RAC believes that a number of big cities, such as Birmingham, could benefit where commuters travel from suburbs into one central area.

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Rifkind: confirmed plan to cut forces

## Sarajevo peacemaking must wait in line for British military help

The government can ill afford to consider a long mission involving thousands of troops, Michael Evans writes

The government's reluctance to become involved in "peacemaking" operations in Bosnia-Herzegovina is driven by manpower limitations as well as by military reservations. With 20,000 servicemen and women committed in Northern Ireland and the three-year plan to reduce the army by 40,000 in progress, the government can ill afford to contemplate a mission which could engage thousands of troops for a long period.

Nato and the nine-nation Western European Union are committed to a security role in which peacekeeping lies at the heart of military strategy. Britain has supported this

new role but has emphasised the importance of distinguishing between peacekeeping and peacemaking. The distinction, which the people of Sarajevo must be finding increasingly difficult to appreciate, is crucial for Britain because the government's defence strategy for the 1990s, under its Options for Change review, does not cover military intervention in ethnic or civil wars whether inside or outside Europe. Nor does it take into account any

new "major commitment", which would include a large scale, long-term deployment of ground forces in a peacekeeping capacity. Ministers have said that in the event of a significant increase in commitments, the Options for Change calculations would have to be looked at again. Malcolm Rifkind, the defence secretary, has confirmed this policy but has not yet indicated any desire to tinker with the Options for Change decisions made by

his predecessor Tom King. A minor peacekeeping contribution in Croatia is not regarded as a significant new commitment and is accounted for under the options strategy. The commitment in Northern Ireland is the main restraining factor on the government's whole military policy. Two extra battalions, the 3rd Battalion The Parachute Regiment and the 1st Battalion The Argyll and Sutherland Highlanders, were sent over at the end of March as reinforcements after the spate of sectarian killings. They have this week been replaced by the 1st Battalion Coldstream Guards

and the 2nd Battalion The Parachute Regiment. There is beginning to be a feeling of permanence about the reinforcement. While the extra troops on the ground have helped to stop the cycle of sectarian murders and have provided a more visible deterrent, the heavy commitment in the province places a considerable strain on the army's manpower resources. In 1995, when the army will be cut to 104,000 trained personnel, a commitment of 20,000 troops in Ulster will represent nearly 20 per cent of total manpower. In contingency planning for the initial peacekeeping

mission in Croatia, the Ministry of Defence did not feel in a position to offer a heavy weight contribution and a field ambulance team of only 300 men and women were assigned to the United Nations. Under the latest contingency plan, for supplying humanitarian aid to Sarajevo, military personnel sent with the food and medical supplies will be kept to the minimum. If Britain is to play a continuing role in peacekeeping and humanitarian aid missions in the future, or if the policy on peacemaking changes, the Ulster commitment will remain the key element in deciding how big and

how long term the British contribution can be. If the security demands in Ulster were to be reduced significantly, allowing a cut in the number of resident battalions, currently six, the manpower restrictions would be relieved at a stroke and Britain could more easily contemplate military action with her allies. However, at present, the withdrawal of even the two reinforcement battalions seems highly unlikely, especially at a time when the government is engaged in delicate talks on the future of Northern Ireland.

Letters, page 15

## Kinnock calls on Labour to build trust among voters

By PHILIP WEBSTER, CHIEF POLITICAL CORRESPONDENT

NEIL Kinnock yesterday appealed to the Labour party to give his successor the chance to spend the next four years putting across policies and ideas and to build up public trust.

The retiring leader and his deputy, Roy Hattersley, told Labour MPs that the party had had to spend too long putting things right, and not enough time putting across the message of what it stood for.

In what may be his last big speech to the Parliamentary Labour Party Mr Kinnock made an emotional plea to

the party not to ask the next leader to do what he had had to do in concentrating so much of his time on reorganisation.

He said he had done it with enthusiasm because he knew the job had to be done, but now the next leader had to be allowed to build on what had been achieved by spending the next four years "accounting the positive" and putting across the policies.

The party could not go back on the policy, constitutional and organisational changes of recent years. It was a function that had to be carried out but it would be unforgivable if it had to be done all over again.

Mr Kinnock said Labour must constantly behave as a party serious about government, and display the necessary discipline and single-mindedness. "The election was about hope and fear. And it was fear that won. People hung on to the Tories even in this time of recession because of this problem of trust," he said.

Mr Kinnock said the number of people who lacked trust in Labour was not huge but it was substantial enough to make the difference at the election. "We have to be seen as trustworthy, not as a party that when there is a big lie promulgated, it does not catch on," he said.

The new leadership should not be asked to deal with

party reorganisation, but must spend all of its time over the next four years accentuating the positive and putting across its policies, he added.

Mr Hattersley said that looking back now, they knew it was impossible to win by the time the general election campaign started. "What mattered was the four years that preceded it and the years before that. The tragedy for the country and the party was that we had to spend so much time putting things right in the party."

"The legacy was not the formal connection with the trade unions but was the winter of discontent, a party of internal turmoil and chaos in the early 1980s. We did not have the opportunity or the time sufficiently to put forward the ideas to prepare people for the type of society we want."

Mr Hattersley ruled out deals with other parties. "There is no future in coalitions. There is no future in becoming another Liberal party," he said. "We must sharpen our cutting edge as a Labour party, and when the next election comes, nothing must stand in the way of our capacity to answer questions about what the party stands for."

A regular theme raised by speakers during the Parliamentary Labour Party debate was Labour's failure to bridge the gender gap and appeal to women over 35. Mr Kinnock, referring to those remarks, said that "years of denigration" of Labour had fed into that problem. It had a bigger effect on the willingness of women to vote for Labour than men.



John Cole, left, who is retiring as the BBC's political editor, passes on a few tips to his successor, Robin Oakley, political editor of *The Times*. Mr Cole will still be seen on *Westminster Live*, BBC2's live coverage of prime minister's questions, after he retires in the autumn. He will also report for *Panorama*. Peter Riddell has been appointed political editor of *The Times* in succession to Robin Oakley. Mr Riddell will continue as *The Times*'s principal political commentator and columnist.

## Jobless figures undermine Tory economy record

By NICHOLAS WOOD, POLITICAL CORRESPONDENT

FEWER people have jobs today than in 1979, according to a new report. Labour is drawing up to spearhead a summer assault on the government's economic record.

As unemployment has risen over the past two years to more than 2.7 million, ministers have been able to blunt Opposition attacks on their management of the economy by pointing to their success in creating new jobs. However, this defence is undermined by the latest survey carried out by Henry McLeish, a frontbench employment spokesman.

Drawing on official figures, it finds that for the first time in many years, the employed labour force is lower than

when the Conservatives came to power. In Great Britain, it has dropped from 24,620,000 in December 1979 to 24,429,000 in December 1991, a fall of 191,000.

Since then, the employed labour force has continued shrinking, falling by another 94,000 to the end of April. Over the 12 years, the number of people looking for work has risen by 1,641,000.

Commenting on the survey, a draft copy of which has been passed to *The Times*, Mr McLeish said that it gave the most up-to-date picture of employment and unemployment during the period of Tory government.

"Using largely unpublished figures from the employment department, our research reveals the extent of Conservative economic failure and exposes once and for all the government's claims that the Eighties were a 'golden era' for employment growth."

"The failure to create employment is one of the most damning indictments of government economic policy and competence. We are simply unprepared to deal with the challenges of the Nineties."

Labour will formally launch the report next week as part of a wider effort to capitalise on the failure of the economy to bounce back after the Conservatives' election victory.

During the campaign, its leaders were hammering in their efforts to make unemployment an issue by the government's counter-argument highlighting the growth in jobs under Tory rule. For instance, the Conservative campaign guide said that despite recent increases in unemployment, there were some two million more people in work than in 1983. The figures cited by Mr McLeish only became available after the election.

Conservative MPs, who are becoming increasingly restive about the sluggish pace of recovery, will view the latest figures with concern. Many believe that unemployment will top three million by next year and they will be worried by the latest evidence that the supply of new jobs appears to be drying up.

Mr McLeish's report paints a gloomy picture of job prospects. It says that the rapid growth in jobs after the 1979-81 recession is unlikely to be repeated this time.

"The government was fortunate after the first recession in the Eighties. A combination of deregulation in the labour market, the 'big bang' in the City and an explosion of part-time female employment largely in the service sector ensured a significant increase in the number of people in work and a fall in the numbers of unemployed. "This is unlikely to be repeated in the Nineties. Service sector productivity is low and there is unlikely to be scope for significant employment growth. Employment in manufacturing is unlikely to fall much further, but there is little prospect of increased numbers," the report says.

## World Service wins new freedom

By SHEILA GUNN, POLITICAL CORRESPONDENT

THE BBC World Service is to be given greater freedom from government control over where and what programmes can be broadcast.

Sir David Gillmore, permanent secretary at the Foreign Office, said yesterday that he was willing to concede to the BBC's demand for a greater degree of autonomy. His comments followed criticism by the National Audit Office that every small change in World Service output had to be cleared by the Foreign Office.

In spite of the officials' control, John Tusa, managing director of the BBC World Service, told the Commons public accounts committee that the Foreign Office gave instant approval to his request during the Soviet crisis to extend broadcasts from 7am to 10pm with an hourly news bulletin to the republics. When the MPs questioned officials on the report, Sir Michael Checkland, the BBC's director-general, said the priorities were to maintain audience loyalty, and also to seize new broadcasting opportunities.

Sir David Gillmore said that broadcasts in Bulgarian, Czech, Polish, Hungarian and Russian were given high priority in the wake of the collapse of the Soviet bloc. But the Foreign Office was looking again at possible cuts in the World Service's French in Europe and German transmissions.

The BBC was looking for money-raising schemes and, from yesterday had agreed to have off spare transmission time to Radio Japan for £700,000 a year.

A survey by the NAO found that up to 15 per cent of the population in some countries receiving the World Service could not find the programme on their radios. Reception was worst in Sierra Leone, Hungary, Turkey and Venezuela.

## Press threats dismissed as 'bluff'

By ARTHUR LEATHLEY AND ROBERT MORGAN

FLEET Street's nobility yesterday rose to the defence of the "far from perfect" world of newspapers, fending off the need for new laws to curb excesses of the press.

Lords of print and screen amassed in the House of Lords to examine alleged abuses of privacy and political bias, multiple ownership of media organisations and the likelihood of government intervention. The debate took place the day after completion of an 18-month probationary period in which newspapers were given an ultimatum to behave more responsibly or face legislative action.

Lord Deedes, the former editor of *The Daily Telegraph*, was quick to dismiss the threat as "a bluff". "The press did the government pretty well at the last election and no government in its right sense bites the hand it feels has fed it."

Introducing the debate, Lord Bonham-Carter, a former vice-governor of the BBC, concentrated heavily on the need for privacy laws to curb "intrusive and speculative reporting" such as that surrounding the marriage of the Prince and Princess of Wales. He reserved special condemnation for the *Sunday Times* serialisation of Andrew Morton's book on the marriage. "By paying £250,000 for this trash, as all free marketers would know, a market has been created for garbage."

He cited a recent incident in which the *News Corporation* president of Twentieth Century Fox for producing a male stripper at a conference attended by Dick Cheney, the US defence secretary. Quoting Mr Murdoch as saying "There are

limits", Lord Bonham-Carter continued: "Those words might well be the theme of this debate. There are limits. There must be limits. And we must decide where those limits are drawn."

Lord Stevens of Ludgate, chairman of United Newspapers, publishers of the *Daily Express* and *Sunday Express*, fiercely defended newspapers against charges of political bias during the election. Labour leaders had alleged that their central economic policies had been distorted by the Tory press. "Now, with passions cooling, some are starting to admit that the message, not the press, was at fault."

He was accused of being "far too complacent" by Lord Ardlow, a former *Daily Herald* editor and former *Daily Mirror* group political adviser, who said that he and colleagues "got up to some

pretty good tricks on the *Daily Mirror* in support of the Labour party."

Lord Wyatt of Wexford, the columnist Woodrow Wyatt, called for French-style restrictions on press invasion into privacy, saying that a Press Complaints Commission dominated by the profession "would always be a toothless dog". The serialisation of the book on the Princess of Wales "would have been aborted before birth" in France because of their privacy laws. Such legislation in Britain "would have nothing to do with censoring the press in their legitimate interests" and would not protect the likes of Robert Maxwell from being exposed.

Lord Thomson of Monifeth, a former chairman of the Independent Broadcasting Authority, said: "It would be a very sad day if I think if Britain felt compelled

to resort to some sort of government regulation of the press."

Lady Birk, a newspaper and magazine journalist of many years' standing, winding up for the Opposition, said it was a seductive idea to legislate just to restrict invasions of privacy. But she did not believe it could be done. It would have an adverse effect on the freedom of the press which had been fought for over the centuries.

"If we hit the problem with a statutory hammer we will be hitting not only the freedom of the press but the freedom of the individual," she went on. "It is essential in our democratic society to have a press which constantly scrutinises the government, the executive and governmental agencies and is free to do so without fear."

Viscount Astor, winding up for the government, said: "I am not in a position to tell you precisely how the review of the 18-month period will be carried out nor by whom nor over what timescale. But the government hopes to be in a position to make an announcement soon. We want a lively and reliable press and a well-informed public, but not at our own expense. We are ready to read about the private affairs of others than to read about our own. We are voyeurs of the troubles of others. But we should distinguish between the right to know and what the public just delights to know."

On cross-media ownership, he said that the Broadcasting Act imposed a number of restrictions on controlling newspapers and licensed television and radio services. "The government keeps the arrangement under careful review and so far the government have seen nothing which would seem to justify

## Bill aims to end secrecy

By ROBERT MORGAN

A BILL to require people in public life, including police officers, to declare whether they are freemasons was introduced in the Commons yesterday by Chris Mullin, Labour MP for Sunderland South. The bill, he said, had support in high places because in 1986, in response to a questionnaire sent to all MPs, John Major affirmed that he was in favour of such declarations.

The bill did not ask public servants to renounce freemasonry, it merely asked them to renounce secrecy, he said. "If grown men wish to wear aprons, bare their breasts and indulge in strange rituals, that is entirely a matter for them."

The measure has all-party support, but is unlikely to become law. It is set down for second reading on Friday, November 13.

Mr Mullin said that his bill was entirely consistent with the government's policy of creating a classless society.

## Menem may visit Major

PRESIDENT Menem of Argentina may visit Britain if relations between the two countries continue to improve, Baroness Chalker, the Foreign Office minister, said yesterday.

She told the Lords at question time that Señor Menem had met the prime minister briefly during the recent Rio Earth summit. There was now a chance the president might come to Britain, the first visit by an Argentinian leader since long before the Falklands war of 1982.

With the former prime

minister, Baroness Chalker, present in the chamber, Lady Chalker said she regretted that Argentina still maintained its claim to the Falkland Islands.

She was responding to a question expressed by some peers over whether Britain was capable of mounting a defence of the islands similar to that which took place under Lady Thatcher if a new military threat occurred.

Labour's defence spokesman, Lord Williams of Elvel, said that on all the evidence available it would be "im-

possible" to repeat the 1982 expedition which retook the islands from Argentina, given the present size of Britain's naval and merchant fleets and the composition of its armed forces.

Lady Chalker insisted: "At the present time, we certainly could, if we had to, mount such an exercise again. But we should work for the positive, constructive relationship which seems to be coming between ourselves and Argentina so that this will never again be necessary."



## Police aid violence enquiry

Two Metropolitan Police officers are to be sent to South Africa to help in the investigation into township violence. Douglas Hurd, the foreign secretary, said at question time. The officers — later named as Commander Tom Laidlaw and Detective Superintendent David Don — will join Professor Peter Waddington of Reading University in helping Judge Goldstone's commission of enquiry into intimidation and violence.

## MP appointed



Home Office minister Michael Jack has appointed Emma Nicholson, above, the MP for Devon West and Torridge, as his parliamentary private secretary. Miss Nicholson, who was first elected to the Commons in 1987, was director of fundraising for the Save the Children Fund from 1977 to 1985.

## New peers

Two of Parliament's veteran adversaries, Sir Geoffrey Howe and Denis Healey, took their seats in the House of Lords. The former Tory Chancellor and foreign secretary was introduced as Lord Howe of Aberavon, and Labour's former Chancellor and defence secretary was introduced as Lord Healey.

## Jobs vacant

About 75,000 school governor vacancies will need to be filled by the autumn, Eric Forth, an education minister, said in a written reply. The department is confident that enough people will come forward.

## Parliament today

Commons (2.30): Questions: Agriculture, Fisheries and Food; prime minister. Debate on UK presidency of the EC. Lords (3): Debate on UK presidency of the EC.



Lord Wyatt: called for French-style restrictions

July 1992



# EC shrugs off Waldegrave charter plan for Brussels

FROM GEORGE BROCK IN BRUSSELS

THERE was deep scepticism in Brussels yesterday as William Waldegrave, the EC's charter minister, said that the charter might cross the Channel and be applied to the European Commission. To accept Baroness Thatcher's recent remark on the Maastricht treaty, that might be an ambition too far.

As part of the programme of events linked to the six-month British presidency of the EC, John Major will open a conference in December devoted to ideas for turning public services and hope to export the charter's efficiency prescriptions to Brussels. The prime minister apparently refrained from raising the subject at yesterday's encounter between ministers and EC

down resistance, an EC law is eventually passed.

Sir Roy Denman, a vociferous advocate of European unification and one of the handful of Britons ever to have run a big Commission directorate, wrote recently that "political intrigue has flourished like a science-fiction weed, stifling reasoned advice from senior officials: internally the Commission has come to resemble Tammany Hall with a French accent." In the past month, the Commission has taken a huge share of the blame for the Danish rejection of the Maastricht treaty while over-ambitious governments have resolutely refused to examine their own consciences.

Could the Commission be more open? Many years will pass before Whitehall can lecture Brussels on "open government." Documents with a diagonal strip saying "secret" in eight languages leak from Commission officials by the lorror. Leaking is the accepted method by which governments and individual commissioners gain their edge over rivals. One recent Italian commissioner used to duck out of the Commission's regular Wednesday meeting while proceedings were still under way to relay his version of events to the Italian press corps.

Could Eurocrats be privatised? The Commission's defenders say its problems stem not from a bloated payroll but from understaffing. That claim was undermined recently by John Carey, the British member of the EC's financial watchdog, the court of auditors. Giving a personal opinion on the Commission's request for a 30 per cent increase in the EC budget, Mr Carey said that because it was so hard to define how effective EC staff were, more money might just make the place still less efficient.

Applying the British version directly will not work because the Commission does not run a railway, do gall-bladder operations or lose anybody's social security papers. The only service that the Commission offers is framing, implementing and enforcing policies decided by councils of national ministers. Twenty-three directorates draft directives on subjects from copra to capital adequacy. Governments mess the text about, the European parliament adds a little obstruction and, if the country in the chair keeps every one up late enough to read

commissions in London. But could the charter change the Community's soggy bureaucracy?

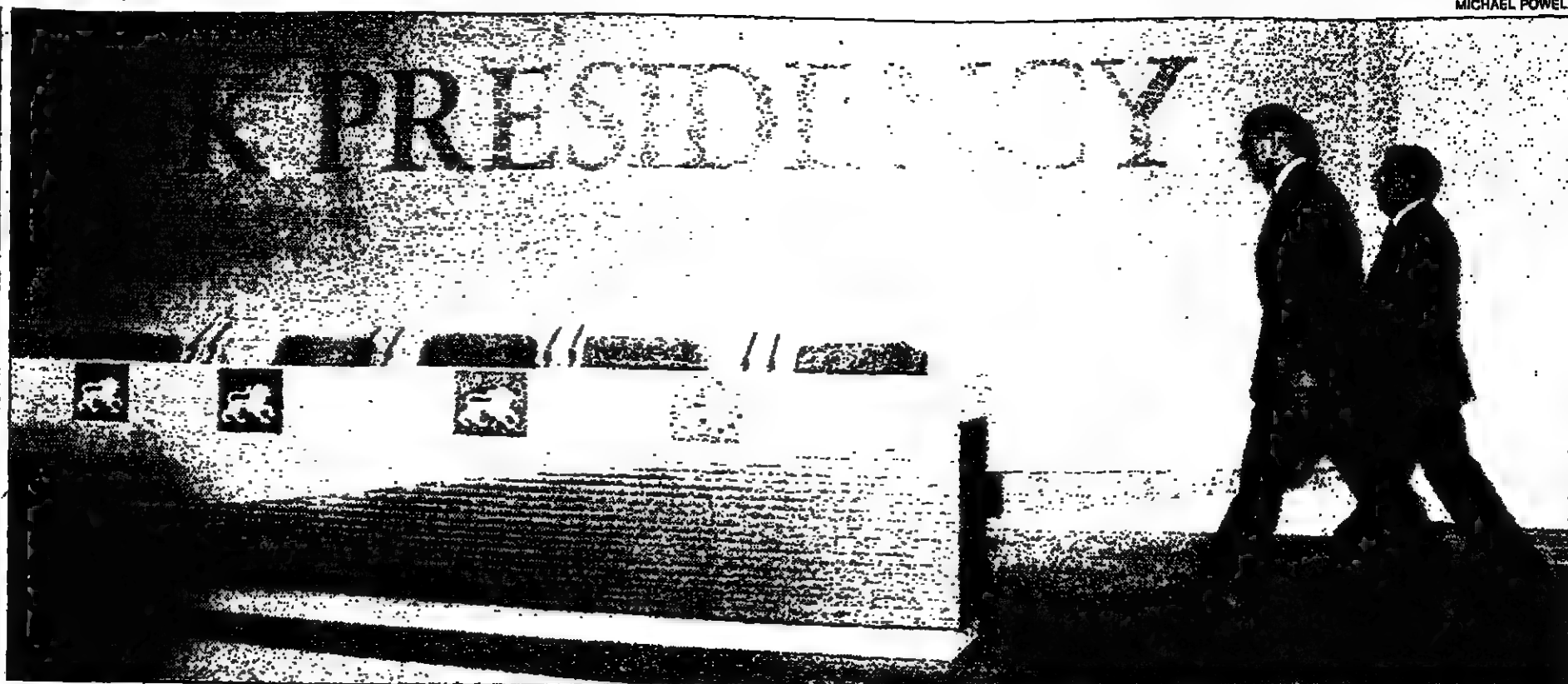
Paris: The French referendum on Maastricht is to be held on September 20 (Charles Bremner writes). The government's announcement came yesterday with opinion polls showing growing public support for European integration. In ignoring calls from EC leaders for a swift vote, President Mitterrand has set the stage for a long political summer likely to see further disarray among treaty opponents.

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Walk-on roles: John Major and Jacques Delors take the stage at a London press conference yesterday to mark the start of Britain's presidency of the European Community

## Walesa urges Community to open up

The Polish president, in an interview in Warsaw with Roger Boyes, insists that, in spite of appearances to the contrary, his country is not spinning out of control

PRESIDENT Walesa yesterday asked the European Community to honour its commitments to central Europe and to use the next six months to promote the benefits of Community membership to the East.

Speaking in an interview with The Times to mark the British presidency of the Community, the Polish president emphasised that Poland was not, contrary to appearances, spinning out of control. He was talking in his large study in the Sejm (parliament) after hearing Waldemar Pawlak, the prime minister, admit that he was still unable to present a cabinet. Even Mr Pawlak, 33, a sober and solidly imperious farmer, gave a warning of chaos around the corner.

"Look," said the president pointing to the coffee cups in front of him. "If my wife came here she would say that this table looks a mess because the dishes have not been set evenly. But the table was set by professional waiters who believe it looks all right. It's similar when evaluating chaos and uncertainty — it's a completely subjective judgment."

The absence of a government was not holding up the essential process of reform. "About 40 per cent of small industry is in private hands

already. These people simply don't want a government to disturb them." The Polish authorities were not ordering police into action, as in some Western countries, against protesting farmers blocking the roads. Even the bungled attempt at a political takeover — when Jan Olszewski, the former prime minister, disclosed the secret police backgrounds of key politicians — was, said the president, "a high-quality coup, based on arguments and not force."

It could, in other words, be far worse. But Europe (with Britain now in the pivotal role) had to do its bit to help stabilise the economic and political climate in central Europe. In presenting his government programme (though not his cabinet) yesterday, Mr Pawlak said his priority was to ratify the European Community association agreement with Warsaw. President Walesa went further.

The time had come, he said. In the interview, for Europe to "speak less and do more". There was, he acknowledged,

some anti-European rhetoric in Poland, from those ex-dissidents who placed an overriding value on Polish sovereignty, but "the European Community agreement provides so much that if even only half of it is implemented, society would quickly change its mind about Europe." Both sides, the Community and the Poles, should do their utmost to publicise the benefits of Community membership and create a pro-European constituency that would in turn strengthen support for market reform.

It was plain yesterday that President Walesa is rather enjoying the absence of a government. For six months he was in a state of siege with the government of Mr Olszewski, fighting for control over foreign, defence and internal security matters. Now as Mr Pawlak scrambles to put together the coalition government, the president is gleefully exploiting the limbo. "When I went to bed at midnight it seemed that he [Pawlak] had found a government," said the president,

"and yet when I woke up all bets were off." He did not look at all depressed about this new government failure.

If Mr Pawlak fails — and the president seems to reckon with the possibility — then Mr Walesa has two further options. "The first is that I form a government and appoint a caretaker prime minister. The last option is that I become premier myself." Poland, however, was still some way from the prospect of Mr Walesa taking over the double function of president and prime minister.

No, he emphasised, he was not considering resignation. He understood President Havel's position and that his Czech colleague might have to step down if he loses Friday's first presidential vote. "Havel fought for freedom too, but for freedom for the Czechs and the Slovaks living in one state. If that gets out of his control then he would be right in refusing further responsibility," said Mr Walesa.

Poland, however, was not in such a critical condition. Indeed it was considerably better placed than Czechoslovakia. He would thus stay in the presidency until somebody put forward a plausible and legal alternative. "I really have this job... but I'm dedicated to it."

## Farm subsidy will rise despite reform

By MICHAEL HORNSBY, AGRICULTURE CORRESPONDENT

THE reform of the European Community's common agricultural policy (CAP), finalised in Luxembourg yesterday, should bring savings on food prices and improve the chances for liberalising world trade, but there will be no immediate cut in the cost of supporting the EC's nine million farmers.

Consumers may well ask what all the fuss has been about as they are unlikely to notice much difference. The changes will be phased in over three years and at best will probably mean that prices will rise slower than they might have done.

Yet the reforms do represent a sharp break with earlier CAP philosophy. Hitherto, the EC has relied almost entirely on the mechanism of farm price support. From now on a large part of the subsidy paid to farmers will come in the form of a direct supplement to their income, which is more visible and manageable.

The old system virtually guaranteed farmers a minimum price for as much as they could produce. Once the price had been set — and political pressures invariably

ensured that it was set too high — almost the only limit on expenditure was the physical exhaustion of farmers, livestock and the land.

At the heart of the reforms is a 29 per cent cut over three years in the cereal support price, with smaller price cuts for beef and dairy farmers. Farmers will be compensated for the cereal price cut by direct grants, which are expected to average £83 an acre in Britain, provided they leave 15 per cent of their arable land fallow each year. On the face of it, one kind of subsidy would seem merely to have replaced another. Certainly, there will be no immediate relief for the EC taxpayer. The EC's farm budget, which is already running at £23 billion and accounts for nearly two-thirds of all Community expenditure, is expected to go on rising for at least three or four years.

The National Farmers' Union estimates that members will suffer a 16 per cent drop in income by 1997 as a result of the reforms. Independent economists claim that most farmers will be neither much better nor worse off.

## Princess Caroline annulment

The Vatican announced yesterday that it had granted a marriage annulment to Princess Caroline of Monaco, below, but emphasised that she had not received special treat-



ment. The ruling, made 10 years after she first requested an annulment, means her 1978 marriage to Frenchman Philippe Janot was never valid in the eyes of the church and she can now marry again within the church.

The church never recognised her divorce from Mr Janot in 1980 or her civil marriage in 1983 to Italian Stefano Casiraghi, who died in an offshore boating accident in 1990.

The Japanese foreign minister, Michio Watanabe, 68, is expected to leave hospital later this month after gallstone surgery, his office said.

Willie Williams, the first black Los Angeles police chief, was sworn in outlining an ambitious programme of reforms, but offering no immediate cure for the city's many ills.

Former boxing champion Mike Tyson has dropped out of school at the prison where he is serving a six-year sentence for rape, and is working in the recreation department.

## Rouble convertibility plans are held back by Russians

FROM BRUCE CLARK IN MOSCOW

THE Russian rouble's chances of taking its place on the free currency markets of the world ebbed further yesterday as the government admitted a huge increase in the domestic money supply and faced pressure to slacken the fiscal reins even further.

Instead of the full convertibility that was to come into effect at the beginning of July, the authorities went ahead with the much more cautious, though still painful enough, step of introducing a single rate for Russian enterprises to buy and sell hard currency. The move will end the old system where corporations with political muscle, starting with the defence sector, could procure dollars at absurdly subsidised rates.

Higher prices for imported raw materials will compound the already staggering debt burden of Russian industry, whose future is causing bitter acrimony between the government and its hardline critics in parliament and on the streets.

On the positive side, the new unitary rate, supposed to be set by the central bank in rough accordance with market trends, should make it more attractive for Russian exporters to bring their prof-

its home. At the moment, billions of dollars of Russian export earnings are illegally kept offshore, leaving Western aid donors to plug the country's ever-growing balance of payments shortfall.

Yet the prospects for fully deregulating Russia's currency market took a fresh knock yesterday as Yegor Gaidar, the prime minister, acknowledged to parliament that public spending had ballooned wildly in May after four months of relative restraint. The public sector deficit for 1992 is now projected at \$88 billion roubles (nearly £3 billion) or about three times the level targeted in March. In May alone it amounted to 60 billion roubles.

"We are beginning to spend more than we can afford in terms of the need to maintain a stable monetary unit," the prime minister said, only to be urged by Russian Khasbulatov, the parliamentary chairman, to slash revenues further by cutting unpopular sales taxes. Parliament adopted a draft on its first reading but can still make substantial changes.

Faced with such profligacy,

the financial world would almost certainly give a massive vote of no confidence to a freely convertible rouble, even if it was backed up by the \$6 billion (£3.1 billion) stabilisation fund which has been promised by the West.

Burgeoning public debt is already having its effect on the restricted foreign exchange market that now functions in Moscow, in the form of small twice-weekly auctions instituted by the central bank. The rouble's rate at these sessions has sagged over the past fortnight to 146 per dollar after holding steady, thanks to relentless central bank intervention, at around 125 for the previous three months.

Russia's commercial banks are holding back from selling foreign exchange, apparently because they feel confident that the rouble will weaken further. The central bank has also slackened its efforts to prop up the Russian currency. One reason for this is that the auctions were being used by other Soviet republics to buy "cheap" dollars which could then immediately be resold at a profit in Kiev or Minsk.

Leading article, page 15

## Germany sets record budget

FROM IAN MURPHY IN BONN

GERMANY'S cabinet yesterday approved a tough draft budget for next year which is meant to convince the world that Germany's days as a big spender are over. It nevertheless involves record expenditure of 435.65 billion marks (£150 billion). Helmut Kohl, the chancellor, said one mark in five would be spent on rebuilding the east.

There have been widespread savings, among them a small cut from the European fighter aircraft project. Germany is still committed to contribute up to 3 billion marks towards the plane's development costs between now and 1999, but the decision to neither buy nor build the aircraft in its present form is meant to silence strong public disapproval of all post-Cold war defence spending.

At the same time, the continuing emphasis on spending in eastern Germany is designed to accelerate the difficult process of unification, which has been causing so many domestic problems for Herr Kohl and his government.

Letters, page 15

## Moldavia elects new leader to curb war

By MARY DEJEVSKY IN KISHINEV AND OUR FOREIGN STAFF

MOLDAVIA chose a new prime minister yesterday to grapple with its ethnic and economic problems amid fresh fighting between government forces and Russian separatists.

Andrei Sangail, approved by 185 out of 244 deputies in parliament, pledged to take emergency measures to "stop the war against our country" and settle the dispute over the Russian breakaway Transnistria mini-republic by negotiation.

His appointment came as President Snegur of Moldova announced yesterday that he was to meet President Yeltsin in Moscow on Sunday to discuss how to enforce the ceasefire agreed last week in Istanbul. Mr Snegur also said that Moldova would resist attempts by Transnistria

leaders and certain groups in Russia and Ukraine to remove Romania from the peace process. At present, the violence in Transnistria is discussed at a four-party forum in which the Romanian foreign minister takes an equal place alongside his Moldavian, Russian and Ukrainian counterparts.

Mr Snegur, who was talking to an invited group of Moldavian and foreign reporters in Kishinev, expressed satisfaction with the views given by Andrei Kozirev, the Russian foreign minister, in an interview with Izvestia newspaper yesterday. He described Mr Kozirev's approach as "sensible" and "sober-minded" and noted that it differed from views expressed by other Russian leaders. In the article, the Russian foreign minister appeared to condemn Alexander Rutskoi, the vice-president, and certain military leaders who have recommended that Russia take a more aggressive approach to regional disputes.

Moldavia accuses the former Soviet 14th army, now under Russian jurisdiction but still based on Moldavian soil, of fighting alongside separatist Slavs and former communists demanding independence for the eastern Transnistria region. President Snegur had said last week that Moldova, a former Soviet republic of 4.3 million people that has an ethnic Romanian majority, was effectively at war with Russia.

Transnistria authorities said ten people were killed and 30 wounded in Moldavian shelling of the region on Tuesday night. On Tuesday it said 425 of its people had been killed since March.

French specialists are working around the clock to get the control tower functioning again to allow relief flights to resume. UN officials say they are hopeful that the Canadian convoy will speed the process of bringing relief to the city. So far only four French relief planes have managed to get in, and one of those flew out yesterday morning carrying the helicopter used by President Mitterrand on his visit.

But UN officials privately remain sceptical that the convoy from Croatia will have a smooth passage to the airport itself, as there are numerous Bosnian Serb checkpoints to manoeuvre.

## Sacked man kills seven

Paris: An unemployed factory worker shot dead six people and wounded five at his old workplace in eastern France yesterday before killing himself, local authorities said.

The 25-year-old man, who was not immediately named, had lost his job at the machine-tool factory in Besançon, near the Swiss border, two months earlier.

"We were at work on the shopfloor. We heard gunshots and screams. People were panicking and running all over the place," one worker told a radio station. Police sharpshooters moved into position around the factory, but the man committed suicide before they had a chance to intervene. (Reuters)

Gold payout

Stockholm: Sweden is to repay Estonia and Lithuania gold deposits now worth about \$47.5 million (£25 million) which it handed over to the Soviet Union in 1940, after the annexation of the two countries. (Reuters)

City flooded

Bucharest: Floods engulfed much of the Romanian Black Sea port of Constanta, killing a woman. The floods, which came after heavy rain, reached the roofs of single-storey buildings in western parts of the city. (Reuters)

Dog legged

Amsterdam: A Dutch driver broke his leg after he left his automatic car running to open his garage and his pet dog jumped into it, nudged the gear stick, and trapped him against a wall. (Reuters)

## UN commander braves snipers to survey Sarajevo

FROM JOHN HOLLAND IN SARAJEVO

General Lewis Mackenzie, the UN commander in Sarajevo, yesterday braved the snipers to go on a walkabout, touring the burned out shells of hundreds of buildings in the city's historic old centre with Ejup Ganic, the Bosnian vice president.

General Mackenzie, who lived in the old town for three months earlier this year, was making his first trip back since fighting in Bosnia. As he left the UN headquarters he said he was "very much looking forward to going back". An hour later, as he left, he looked rattled by the nearby bursts of automatic weapons fire. UN officials are relieved

that the fighting has significantly died down. But the sniper war has continued to take innocent lives — such as people out for a walk for the first time after many days in a shelter. There is a fear that both sides are preparing to create a provocation which will draw UN forces and perhaps American military units into a wider conflagration.

The general said he was encouraged by the efforts he has led to reopen Sarajevo airport to humanitarian relief flights. "We can't hang on to an expensive piece of real estate and not use it," he said. The general also was looking forward to the arrival of 300 UN vehicles filled



Mitterrand used helicopter on visit with over 1,000 fellow Canadian soldiers mobilised from their barracks in Croatia,

who are coming to secure the airport proper. Approximately eight Swedish trucks are also part of the convoy, which is being joined by French UN technicians driving in from Belgrade.

General Mackenzie also had words of praise for his men, who have worked under hazardous conditions unlike any other experienced by a similar UN unit in wartime. "They really turned an unfortunate situation into something they should be very proud of from a professional standpoint."

General Mackenzie then climbed back into his armoured personnel carrier to take him to the airport, where over 100 military

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See Front Page

### Why Do You Have A Poor Memory?

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## ANC gives go-ahead for the Olympics

THE African National Congress announced yesterday that it would not oppose the participation of South African athletes at the Barcelona Olympics later this month, but cast doubt on other international sporting contacts.

As African heads of state met in Dakar, Senegal, to discuss their response to the stalled constitutional negotiations in South Africa and the massacre in Boipatong township on June 17, the ANC said in Johannesburg that "all current pre-arranged fixtures will go ahead." But it added that no new tours or sporting contacts should be negotiated. The statement ended speculation that the ANC wanted South Africa cast back into the sporting wilderness.

A United Nations initiative in the South African reform process was looking likely after representatives of 51 states at the Organisation of African Unity summit in Dakar said that they looked forward to a permanent UN presence in South Africa. They backed Nelson Mandela's condemnation of the President de Klerk's government, its role in the massacre

UN participation is looking likely in attempts to break the impasse in the South African negotiations, writes Sam Kiley, Africa correspondent

and its alleged involvement in township violence. But the OAU, many of whose members wish to develop trading links with South Africa, did not call for sporting, cultural or economic boycotts.

OAU leaders also backed calls for the UN to assume a mediating role in trying to bring the African National Congress and Pretoria back to the negotiating table. Dr Boutros Boutros Ghali, the UN secretary-general, has accepted an invitation to visit South Africa and moderates said they hoped his arrival in South Africa might strengthen Mr de Klerk's hand against rogue elements of the state security apparatus accused of being behind many atrocities in South Africa.

"It seems, and I want to be

very precise, that there is a consensus for a UN presence," Dr Boutros Ghali said, noting that he had met with the ANC, the South African government and other groups. He said that he would raise the matter in the security council next week but added that it was too early to say what form the UN presence would take.

This week more than 100 South African companies have been displaying their wares in Nairobi. Hundreds of Kenyans have been pouring into the exhibition hall to see South African technology and sample Castle Lager. The Kenyan government, which has backed the exhibition with enthusiasm, hopes to steal a trade march on other African countries.

Describing Mr de Klerk's dilemma, a senior member of the South African diplomatic corps said: "On the one hand he does not appear to be able to stop these terrible atrocities. On the other he has to have cast iron proof that they are being committed by members of the security services before he can move against them. A pre-emptive strike would be disastrous."



Young gun: Captain Valentine Strasser, 27, Sierra Leone's new military leader, talking at the Organisation of African Unity summit in Dakar, Senegal. He is one of the youngest leaders to address the OAU

## Aid ship arrives in Aden

FROM ASSOCIATED PRESS IN ADEN, YEMEN

A FRENCH navy ship arrived yesterday with 30 tons of badly needed food, medicine, blankets and tents for thousands of Somali refugees. It was the first such operation by a Western nation since the influx of Somalis to Yemen began months ago.

The shipment was brought from France's naval base at Djibouti aboard a 195ft, 280-ton landing craft. A United Nations official in Aden said that the supplies would be distributed to the tens of thousands of Somalis in the Aden area. Priority would be given to nearly 4,000 who have been crammed into a squalid beach camp since they arrived on board two crowded ships last week.

Harare: Zimbabwe is to provide a meal a day to 750,000 children under five who are facing starvation because of drought, John Nkomo, the social welfare minister, announced yesterday. The number of children needing the food is expected to rise to more than a million by September, he said. (AFP)

# A butter-like taste without the butts (No wonder the knives are out for us.)

As you've probably heard, some people (including a certain food lobby) find our name a bit hard to stomach. Could it be they're afraid of a little healthy competition?

After all, 'I Can't Believe It's Not Butter!' is a spread high in polyunsaturates, low in saturates and with virtually no cholesterol.

On the other hand, it's made with buttermilk. And we like to think it has a fresh, butter-like taste.

Judging from public response, it seems a lot of you agree. So much so, we're now introducing a 1kg tub to sit beside our double pack.

Now you can really start putting the knife in.

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VEGETABLE FAT SPREAD WITH BUTTERMILK



## Violence takes toll of both sides in township conflict

FROM MICHAEL HAMLYN IN JOHANNESBURG

On a front page this week, *The Star*, a Johannesburg daily, printed a picture of a man with a machete hacking at the body of another who, it said, had been beaten senseless and shot.

After the photographer had been chased away at gunpoint, the wounded man was "necklaced": in a technique invented by the ANC, a tyre soaked in petrol was placed around him and he was burnt. The incident took place during Monday's mass funeral for the victims of the Boipatong massacre. The dead man was said to have been a member of the Inkatha Freedom party.

The mainly Zulu party is blamed for many acts of terror against township dwellers in the southern Transvaal and Natal. The inhabitants of the KwaMada hostel just outside Boipatong, a refuge for Zulus, are blamed for the deaths and injuries on the night of June 17.

What is not so widely reported is that Boipatong was no isolated incident: nor is the violence one-sided. The previous weekend, three people were murdered in the township because of presumed links with Inkatha.

One was a woman named Nomvula, who had been going out with a hostel resident. Another was David Mbele, 37, a teacher who was known locally as "a real Zulu". His home was attacked by a large crowd on the Saturday, and he was shot while running away. The badly charred body of a third person, B. L. Khumalo, an Inkatha member, was retrieved by police from his burnt-out car on Sunday.

None of this excuses the

dreadful events of June 17. But it goes a little way to explaining them. It is also worth pointing out that while the massacre of Boipatong has brought a host of international anti-apartheid dignitaries to the country, has resulted in the breakdown of talks with the government on a new constitution, and a renewal of the moratorium on international sporting contacts, and may well prove to have been a turning point in South Africa's history, a similar massacre two months earlier produced no such effect.

The April atrocity took place at the Crossroads squatter camp near Germiston, east of here. Twenty-three people, including women and children, were killed when migrant workers swarmed out of the Kutalo hostel on the night of April 7. No local or international figures showed much interest.

In Boipatong, the ANC rules. Inkatha is the dominant political organisation in Crossroads. The killers in Boipatong were said to have been Zulus. At Crossroads they were said to have been "those speaking" - thinly disguised code for ANC members.

Inkatha does not have the international appeal of the ANC. Indeed, Chief Mangosuthu Buthe, its leader, was forced to cut short a visit to America because of hostility to its role in the violence.

Inkatha members have a great deal to answer for, but it is worth repeating that the traffic in South African township mayhem is not all one way.

## Police open fire on Cape Town march

FROM REUTERS IN CAPE TOWN

SOUTH African police fired shotguns and plastic bullets at black anti-government demonstrators in central Cape Town yesterday. Several people in the crowd of about 4,000 were wounded.

Trouble erupted when marchers surrounded a white man alone in a car, beating on the roof and kicking the sides. The driver crashed through the crowd in apparent panic, knocking down at least one of the leaders of the march.

In Johannesburg, South Africa's largest trade union organisation said it will launch a general strike of "unprecedented proportions" on August 3 unless the government acts decisively to speed democracy reforms. Jay Naidoo, general secretary of the 1.3 million-member Congress of South African Trade Unions (Cosatu), said in a news conference yesterday: "We are determined to move this government from power." He said that the strike would be part of a mass pro-democracy campaign launched by the African

National Congress on June 16 to demand government action to end violence in the townships and to implement speedy constitutional reforms.

Cosatu listed eight demands, including majority rule, an end to political violence, wage increases above the rate of inflation, lower food prices and an end to redundancies. Mr Naidoo said the organisation had taken the decision at an executive meeting attended by leaders of the ANC and the South African Communist party.

He reiterated a call for the closure of hostels associated with township violence, an end to covert operations by the white-led security forces and agreement by Pretoria to negotiations and anti-apartheid groups in economic planning. But Nico Ceylan, chief economist at Standard Bank, one of the country's five biggest, said he did not believe that a general strike was sustainable beyond a few days, because workers could be subject to summary dismissal.



# Boudiaf funeral is grim reminder of an Islamic time-bomb



Boudiaf: mourned as Algeria's last hope

HUNDREDS of thousands of people lined the streets of Algiers yesterday for the funeral of the late President Chadli Boudiaf. Emotions were high and one of his colleagues from the war of independence died of a heart attack.

Special security measures were in force. Police officers lined the route of the funeral procession and a military helicopter hovered overhead. The authorities were determined that the funeral should not become the target of terrorist attack.

Shortly after midday the coffin was carried from the presidential palace to an army lorry at the start of its progress through Algiers. Behind the hearse was a second army lorry laden with

wreaths followed by a long line of black official cars.

People living in and around Algiers were given the afternoon off and hundreds of thousands turned out to pay tribute to one of the men who led the country to independence. The mood of indifference that had reigned in Algiers since Monday was broken as people cheered and waved Algerian flags as the cortege made its way through the city. Young men ran alongside and behind.

"He was our last hope and Algeria is now lost," one said. "There is nothing we can do now, just pray to God."

The funeral procession reached the grand mosque at Martyrs' Square accompanied by a large crowd singing and chanting "Chadli assassi-

Emotional scenes yesterday bore witness to the dangers confronting the Arab world, write Alfred Hermida in Algiers and Christopher Walker in Cairo

sin". Chadli Benjedid was the former president who is blamed for the country's drift into chaos.

After a brief ceremony at the mosque Mr Boudiaf's body was taken to the national cemetery for burial. Ceremonial drummers led the procession, followed by government ministers and visiting dignitaries. Among them were Roland Dumas, the French foreign minister, and Yasser Arafat, the chairman of the Palestine Liberation Organisation.

Uncertainty still surrounds who was behind the assassination. At least 12 people have been arrested. Initial suspicion fell on the country's Islamic fundamentalist movement, which was prevented from taking power when the military called off elections at the beginning of the year. But a spokesman for the main Muslim party, the banned Islamic Salvation Front, denied involvement.

Mr Boudiaf's funeral was the grim reminder yet of the Islamic time-bomb now

ticking under authoritarian Arab regimes from the Gulf to the Atlantic. The recognition of the danger was highlighted when both Egypt and Iraq, bitter foes in the Gulf war, separately declared three-day mourning periods for a man their people hardly knew.

Western concern is greatest for Egypt, which is pivotal to the revived efforts to bring peace to the Middle East. In recent weeks it has seen an escalation in the war against fundamentalism, with the assassination of Farag Foda, the secularist writer, the arrest of 500 Islamic suspects, the seizure of 470 illegal weapons, and a terrorist attack on the Karnak temple. Even before the shock waves sent through Egypt by

Mr Boudiaf's death, the Cairo government was planning draconian new laws against fundamentalists. These will supersede the emergency law introduced in 1981. Among other things they will extend the 45-day period for legal detention without trial.

Liberals have opposed the move, urging instead more democracy as a weapon against Muslim militants. But officials claim that whenever Western-style freedoms have been offered in the Arab world it is the fundamentalists who have profited.

The hereditary rulers of Saudi Arabia and Kuwait have both said that Western democracy is incompatible with Islam. Tunisia, the country most likely to be af-

fected by the violence in Algeria, was furious at the decision to allow the Islamic Salvation Front to contest the now-annulled December poll. A policy of repression was then already under way in Tunisia, with the main Islamic movement El-Nahda ("The Awakening") banned, mass arrests and harassment of those wearing beards or veils.

In Libya, Colonel Muammar Gaddafi has imposed hundreds of fundamentalist laws. Should his regime be toppled by United Nations sanctions over Lockerbie, even his critics believe Islamic militants will benefit.

Small wonder, then, that the question being asked in the nervous atmosphere after Mr Boudiaf's funeral is: how long can the lid be kept on?

## Setback for Rabin's coalition as key parties reject policy

FROM RICHARD BEESTON IN JERUSALEM

ISRAEL'S victorious Labour Party suffered a setback yesterday in its efforts to form a broad-based coalition when two key smaller parties on the right and left rejected a Labour policy document for a future government.

The left-wing Meretz party, which won 12 seats in last week's election, and the right-wing Tsomet party, with eight, complained that Labour's guidelines for the next government were too vague on the key issue of Jewish settlements in the occupied territories.

In particular, Meretz accused Yitzhak Rabin of fudg-

ing the issue of a freeze on the expansion of the communities, while Tsomet, headed by the former general Rafael Eitan, said the text failed to safeguard adequately the country's security needs.

Shulamit Aloni, the Meretz leader, criticised the draft platform for suggesting that a future government would "strengthen settlements along confrontation lines", a vague phrase that could be interpreted as encouraging Jewish colonisation of the occupied territories. "I do not think this is acceptable to us," she said. "We are not sure we want to sit in such a government."

Her views were echoed by Mr Eitan, whose party supports the settler movement. "We cannot agree to guidelines that differ substantially from our platform," he said. "We must examine what 'confrontation line' means. We are not going to negotiate at any price."

Although the rebuff to Labour was widely expected in the normally protracted talks that take place before the formation of coalition governments in Israel, the setback could hamper Mr Rabin at a critical moment.

After receiving praise from James Baker, the US Secretary of State, on Tuesday for his commitment to hold continuous negotiations at the Middle East peace talks, he will be asked formally today by President Herzog to form the next government.

Labour, which won 44 places in the 120-seat Knesset, hopes to conclude a power-sharing agreement with at least four parties before parliament reopens on July 13. Aside from Meretz and Tsomet, Labour also wants to attract two ultra-Orthodox religious groups, Shas, with six seats, and United Torah Judaism, with four.

According to Israeli analysts, Mr Rabin hopes to include as many parties in his government as possible to give him greater flexibility. For instance, when he resumes negotiations with the Palestinians, with the intention of holding elections in the occupied territories and introducing self-rule for the 1.7 million Arab inhabitants, he will need the support of the left and religious parties to overcome the objections of the right.

Similarly, if he carries out his promise to bolster Jewish frontier settlements along the Jordanian and Syrian borders, he will need the support of Tsomet and the religious parties to protect him against left-wing objections. When it comes to introducing legislation to curb the power of the rabbis and recruit yeshiva (religious Jewish) students into the army, he will then look to the two secular parties in his government to give him the necessary majority.

The parties seem reluctant to submit themselves to Mr Rabin's divide-and-rule tactics, but pundits predict that most or all the smaller groups will swallow their pride and accept places in the cabinet on Labour's terms. With Likud still in disarray over its electoral defeat, there are few parties that would happily join the opposition.

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## US wants lorries to Iraq searched

FROM JAMIE DETTMER IN WASHINGTON

ALARMED at the increase in embargo-breaking trade with Baghdad, the Bush administration, backed by Britain, is to ask the United Nations to order its inspectors in Iraq to search lorries entering the country from Jordan. The move comes after the refusal by King Hussein of Jordan to co-operate more fully with attempts to enforce sanctions.

The White House's plan, also backed by Saudi Arabia and Turkey, has as much to do with undermining domestic criticism of the outcome of the Gulf war as it has with hindering President Saddam Hussein's efforts to rebuild Iraq. The survival of the Iraqi leader has become embarrassing for President Bush.

Last week, Robert Gates, the director of the CIA, went secretly to Amman to ask King Hussein to help in enforcing the UN embargo. According to administration officials, the king dismissed a plan to site UN inspectors at the Red Sea port of Aqaba to turn back Iraq-bound cargo.

US intelligence agencies believe Saddam is strengthening his position with the



Husain: rejected CIA chief's request for help

help of increased supplies. A national intelligence estimate suggests almost 30 per cent of sanction-breaking supplies enter Iraq from Jordan. Although King Hussein turned down the CIA request, he did agree to co-operate in covert actions designed to foment Iraqi opposition to Saddam. White House sources say.

The administration believes that the plan could be put into effect using existing UN resolutions on trade and Iraq. UN personnel could be used to search lorries from Jordan.

Most of the trade embargo effort falls on a multinational naval force. This force can search ships bound for Iraq, but it is powerless to stop cargo labelled for Jordan.



Gun law: a robber beating a van driver with the butt of his pistol during a hold-up in Montreal, Canada. The man had an accomplice waiting in a car and they escaped with about \$30,000 (£16,500), police said

## Weary Bush laments press ingratitude

IN THE early-morning sunshine yesterday President Bush sat on a white wrought-iron chair in the Rose Garden of the White House.

For 50 minutes, as CBS breakfast television cameras rolled, the president jovially fielded questions from 125 tourists picked randomly from the queue to tour the White House. And then the anchor man asked him about his administration's pre-war support for Iraq.

"You have repeated something that isn't true," snapped Mr Bush. The administration did not know Iraq was using American aid to build weapons of mass destruction, he insisted. Those allegations were being made in Congress "by a bunch of people who want to redefine something that was noble and good — Desert Storm — and make it bad", he said.

Moments later he was

The embattled US president is losing votes, his bearings and his temper. Martin Fletcher writes in Washington

asked why the administration appeared adrift. "Why is it these people are not asking me all of this?" Mr Bush retorted, gesturing towards the tourists. Why did the journalists always ask controversial questions "when all the American people want to know is what I am doing about their problems?"

The outbursts betrayed what is becoming increasingly apparent to those who watch Mr Bush closely. Stuck in the polls, unable to find a winning strategy, he has grown angry, frustrated and, some say, worn to an emotional frazzle.

"I have worked my heart out as president of the United

States," he complained bitterly while he was in Detroit on Monday. "I'm getting a little sick of being on the receiving end of criticism, day in and day out."

Like all politicians in trouble, he is rounding on the media. The economy was recovering but "92 per cent of the news on the economy is negative, 92 per cent. What kind of reporting is that?"

Tuesday's Washington Post poll exemplified his frustrations. The ground-breaking US-Russian summit had given him no lift at all. The White House offensive against Ross Perot the previous week had indeed hurt the Texas tycoon, but merely

drove his disaffected supporters to Bill Clinton, the Democratic candidate, pushing Mr Bush into third place.

Commentators see two fundamental problems. Firstly, half his advisers are telling him to launch himself into the campaign now, while the other half insists he should remain presidential until after the Republican convention in August. At the moment he is doing neither one thing nor the other.

In his search for a compelling platform, The Washington Post reported yesterday, Mr Bush has successively defined himself this week as "the education president, the welfare reform president, the anti-crime president, the White House-against-Congress president, the values president, the foreign policy president and, finally, the one candidate with the character to be president".

## Benzene spill forces evacuation of towns

BY JAMIE DETTMER

MORE than 70,000 people fled along Wisconsin's Lake Superior shoreline after a tanker attached to a derailed freight train plunged off a trestle, ruptured and spilt thousands of gallons of benzene into a river.

Breezes sent noxious fumes drifting along Superior's shoreline and down inland waterways in northwest Wisconsin and northeast Minnesota. Two dozen people suffered minor lung, eye and skin injuries. A state of emergency was declared. Half Duluth's population of 85,000 left the town. Hundreds of people sought sanctuary in schools, shopping precincts and a national guard barracks. Towns along the bay separating the ports of Du-

luth and Superior were badly affected by the fumes. Several nursing homes were also evacuated.

The tanker, which was one of 14 to be derailed, released 21,000 of the 24,000 gallons of benzene and mixed chemicals it was carrying. Benzene evaporates quickly and is a known cancer-causing agent.

Cleaning teams led by the US Coast Guard had to wear respirators when approaching the wrecked tanker which blocked part of a river, the Nemadji, a tributary of Lake Superior. The Coast Guard set up booms in the lake to contain the chemical. Environmentalists were concerned that walleye, bass and pike stocks in the Nemadji could be affected by the spill.

## NEWS IN BRIEF

### Collor goes on the air

FROM MICHAEL KEPP IN RIO DE JANEIRO

PRESIDENT Collor de Mello of Brazil addressed the nation on television to refute charges that he was involved in illicit deals with his former campaign fundraiser.

The scandal emerged last month when President Collor's younger brother Pedro accused Paulo Cesar Farias, the president's campaign fund manager of graft, influence peddling, diverting campaign funds and receiving illegal commissions from government contractors.

Four days later, reportedly at the urging of his mother, the younger Collor backed away from accusing his 42-year-old brother of complicity, saying only that he "failed to control Senator Farias."

But his accusations triggered a congressional enquiry and several other former government officials and businessmen have backed up the charges against Senator Farias before congressional investigators.

The latest and perhaps the most damaging blow to the president occurred on Sunday when *Isto E*, a top news magazine, reported that Senator Farias paid for the running costs of the president's mansion and for the personal expenses of Rosane Collor, his wife.

President Collor adamantly denied these new allegations in his speech.

### Plotters freed

Port of Spain: Trinidad freed 114 Muslim coup plotters after a judge ruled that an amnesty granted while they held government leaders at gunpoint in 1990 was valid and they could not be tried for murder and treason. (AP)

### Tamil battle

Colombo: Fighting in northern Sri Lanka has left more than 260 Tamil guerrillas and 33 soldiers dead. Most were killed outside Veitilakerni, a security forces beachhead at the neck of the Jaffna peninsula. (AFP)

### Reprieve for 12

Lagos: Death sentences passed four years ago on 12 men for armed robbery have been commuted by the governor of this Nigerian state. One of the 12 was reported to have died in prison in 1990 from tuberculosis. (Reuters)

### Wife deported

Wellington: A Chinese woman, convicted of dismembering her husband, is to be deported to China even though she could be retried there for the offence and is now married to a New Zealander. (AFP)

### Judges shot

Fort Worth: Two people, believed to be lawyers, were killed and three judges were wounded when a spectator opened fire in a courthouse of this Texas city. The killer, a middle-aged man, escaped in the confusion. (Reuters)

### Rapist elected

Port Moresby: A convicted rapist and three former ministers, charged with corruption, have been elected so far in Papua New Guinea's polls while Rabbin Namaliu, the prime minister, has lost a third of his cabinet. (AFP)

### Cuban escapes

West Palm Beach, Florida: A Cuban who fled his country on an inner tube told the yachtmen who rescued him that he saw two fellow escapees drown and another two drift away during his week-long ordeal. (AFP)

## NEW YORK NOTEBOOK by Ben Macintyre

## Bidders stake £2m on a lottery ticket that cannot lose

A cautionary American tale involving drama, greed and many lawyers was concluded in a New York courtroom yesterday with the first sale of a lottery ticket that cannot lose.

The ticket, officially worth about \$3.8 million (£2 million), payable in 16 annual instalments of \$240,245 was auctioned amid competing estimates of its total real worth when the final payment was made on July 15, in the year 2007. After fierce bidding at the surrogate's court in lower Manhattan from about 40 potential buyers, the Lottio 48 ticket was bought by an insurance company, Presidential Life, for just over \$2 million.

A story which ended with the fine calculations of wealthy investors began with a poor caretaker from Harlem. In 1987, Solomon Keith won \$5 million in the state lottery after buying a ticket from a booth on Wall Street. Mr Keith immediately left his job, bought a Cadillac and went on a cruise to Hawaii. After he returned he abandoned his long-time girlfriend to live in a fashionable West Side apartment with a 26-year-old cocktail waitress.

But Mr Keith did not forget those less fortunate than himself, which proved to be a fatal mistake. A year after his windfall, Mr Keith drove to South Carolina to visit his

dying brother at their childhood home, and was killed in a car accident. He had

There's more lawyers' letters than lottery tickets



received only about \$500,000 of the \$5 million owed to him and had failed to make a will.

The Internal Revenue Service valued the late Mr Keith's estate at \$2.1 million, minus taxes, leaving his family, and their lawyers, to fight over how the money should be divided.

Four years after Keith's death, family feuding, estate taxes and vast legal bills forced his heirs to auction off the remaining winnings of \$3.8 million. The public administrator's office, which has managed the estate since 1989, set a minimum bid of \$1.3 million and sparked a flurry of intense calculation by the potential bidders.

But the story is unlikely to end with the sale of the ticket. Keith's many relatives

have still not decided how to divide up the proceeds.

In the Grand Canyon, a posse of 200 police officers with tracker dogs is combing the valleys and forests in pursuit of an escaped convict whose use of survival techniques and extraordinary ability to evade capture for nearly two months has earned him the nickname "Rambo" and the admiration of many Americans — other than those living near the country's most famous natural landmark.

Danny Ray Horning, 33, sentenced to four life terms for aggravated assault, kidnapping and armed robbery, has been living rough in the

northern Arizona wilderness since he escaped from a state prison in Florence, Arizona, on May 12 by disguising himself in a medical laboratory coat.

Using techniques learnt in the army, he has confused bloodhounds and taunted his trackers with wry notes left in stolen cars and burgled houses.

Horning has used his 11 months of military reconnaissance training to baffle his pursuers and terrify the local populace. He has hidden in caves, disguised himself as a woman, travelled only at night, and moved in circles to confuse sniffer dogs. Trackers say he leaves no footprints.



# Missing the fast train to Europe

Richard Hope on bureaucratic rules that threaten a new era of rail travel

Sir Bob Reid, British Rail's chairman, yesterday predicted a slide from "deterioration to delapidation to danger" if vital investment is not forthcoming. Uncertainties over privatisation are at the root of the problem, and a number of key projects are in jeopardy. Nor is this just a British phenomenon. Demands that private companies should be allowed to compete with state railways are threatening investment throughout the EC.

Citizens of Glasgow, Cardiff and Plymouth who imagined that they could hop on a train to Paris in a year or two have been deceived. Only a few months before the Channel tunnel opens, the long-promised trains have still not been ordered. Why? Because EC bureaucrats in Brussels have decided that agreements between state railways to provide international services are anti-competitive and therefore illegal.

Last February, two years behind schedule, the British, Belgian, French, German and Dutch railways announced a £125 million order for 139 coaches for overnight services to the Continent, the only trains to serve many provincial centres like Bristol. But before a contract with manufacturer GEC Alsthom could be signed, the EC's Directorate-General 4 under Sir Leon Brittan stepped in. Its function is to sniff out cosy arrangements by which suppliers rig the market. Sir Leon reasoned that as nobody else has the right to run trains between Glasgow and Brussels, the state railways should be prevented from doing so.

This is not the only rail investment project to collapse in recent weeks. The government's refusal to fund extension of the Jubilee tube line through Canary Wharf, following Olympia & York's failure to provide promised contributions, was well publicised. Less well known is the fate that overtook a £75 million electrification scheme joining Leeds to Bradford, Ilkley and Skipton. In February, Sir Bob Reid attended a bogus "start-of-work" ceremony in Leeds, where an electrification mast was erected. However, no contract has been placed for this work, nor have the trains been ordered. West Yorkshire Passenger Transport Executive had hoped to lease the trains, but with a white paper on rail privatisation imminent, the leasing company is demanding guarantees of repayment if the service is sold off or franchised. Since the government has refused to underwrite the deal, no contracts can be placed.

BR's plans to upgrade its main Inter-City corridor from London to Birmingham, Manchester and Glasgow are also in ruins. Manufacturers who sank £5 million into preparing competing designs for the IC 250 trains now see little prospect of orders. With privatisation on the agenda, the Treasury will only agree to the basic investment required to keep track and signalling safe.

Finally, there is the tragedy of the Channel tunnel rail link. BR is dutifully going through the motions of designing a £4 billion route to King's Cross through East London, knowing full well that the government's demand that it be privately financed lies far beyond what the City considers feasible.

While the circumstances differ widely, lying behind these project failures is the near impossibility of injecting private investment into an industry which has no legal framework to protect the earning capacity of assets. So long as the national railway owns the track, controls access and sets charges, there can be no "open access". What Sir Leon Brittan is demanding as his price for agreeing to the overnight train deal is that the five railways concerned should immediately throw open their networks to anybody who wants to run trains, anywhere, any time. He apparently recognises that no legislation is in place to make this possible; it is promised in Britain, but we have no details.

In principle, an entrepreneur with a deep pocket might step in and take over the GEC Alsthom contract. But he would face months of negotiation with the five railways and Euro-tunnel to establish his contractual rights. Even then, presumably, he would face the possibility of competition from a rival operator.

As to the high speed trains ordered in 1989 for the London-Paris/Brussels service, a well-placed source within DG4 professed total ignorance when asked about this contract. In contrast, Eurotunnel's chief executive Sir Alastair Morton told shareholders on June 26 that DG4 was apparently under the impression that he intended to operate motorail trains from London into Europe. Faced with such breathtaking ignorance and incompetence, it is small wonder that Brussels has acquired a reputation for bureaucratic blundering.

Yes, the time has come to break up the state railway monopolies. Open access and privatisation are vital elements, but they can only be applied when legislation has put in place the rules and regulators needed. Only then can the private sector move in to invest with some assurance that the earning capacity of fixed and mobile assets will be protected.

Meanwhile, whether in Brussels or our own Department of Transport, common sense demands that rail investment be allowed to proceed as normal. If MPs representing the cities affected make approval for the overnight trains a condition for supporting Maas-tricht, they might still be rescued.

The author is consultant editor of Railway Gazette.



Golden Arrow: when the going was good

The case of an anorexic in danger of starvation raises profound moral issues, writes Alan Ryan

## Is there a duty to live?

The Court of Appeal's decision that a 16-year-old anorexic girl can be treated against her will comes hard on the heels of the United States Supreme Court's equivocal decision about abortion rights and the state's right to force women to bear the children they have conceived. Both show up in a glaring light our difficulties with ideas about the right to life, and the right to die. We can cite A.H. Clough's little couplet "Thou shalt not kill, but need'st not strive / Officiously to keep alive," but we fall to quarrelling about what is "official" and when officiousness becomes something like tyranny.

The 16-year-old's age is not the most important thing about her case. If she were over 18, she could still be kept alive against her will if a court declared her of unsound mind — and it is hard to imagine a court deciding that the mind of a young woman who had set out slowly to starve herself to death was anything other than unsound. What is important is our conviction that life itself cannot simply be rejected. Most of us agree that some suicides are rational. Elderly people suffering from painful and incurable diseases may decide

that an overdose of sleeping tablets is better than lingering extinction, but that choice is less between life and death than between slow death and quicker death. The young woman whom the Court of Appeal forces to go on living against her will wants to make a different choice: she rejects life.

Talk of the "right to life" is wholly unhelpful in cases like this. We would force parents to feed their children in the name of the children's right to life; we would force parents who disapprove of various kinds of medical treatment to get such treatment for their children in the name of the children's right to life. But when the Court of Appeal tells the young woman that she will be kept alive against her will, it is not protecting her right to life but forcing upon her a duty to go on living.

Rights are something we can stand on, waive, and take more or less seriously; there are cases where we have both rights and duties. We have a legal duty to

keep the car we own in safe running order, for instance, but a person who was forced to go on owning a car he wanted to sell would think this an odd way of recognising his rights as an owner. What Lord Donaldson's decision raises is the question whether there is a "duty to live".

It is not such an odd question as one might think. Though many writers have thought that human beings have an intense and overwhelming urge for self-preservation, a great many have not. The great French sociologist Emile Durkheim wrote *Suicide* a hundred years ago precisely because he thought it was all too easy for us to become disgusted with life, to want to kill ourselves, to have done with the whole business. He thought the force of the emotions that drive decisions like that of the Court of Appeal reflects a desperate urge to hang on to our fellows. In every society, he claimed, there were strict rules against suicide, at any rate against suicides based

merely on the individual's wish to be dead. The need for such rules showed the strength of the suicidal temptation we are often under.

The young woman who came before the Court of Appeal might almost be a figure in a drama designed to prove Durkheim's point. Her case to the world was always weak: she is an orphan and has recently lost her grandfather; she seems to have suffered in various foster homes. The world never made her welcome, and she has responded appropriately. Durkheim was frightened that the modern world was bad at creating the kind of web of mutual regard and mutual obligation that holds us firmly in the world, and whether or not he was right in general, he surely was in this case.

His successors have concentrated on what suicides and would-be suicides are telling us. Their discoveries are not reassuring. The thought that suicides and would-be suicides are always uttering a "cry for help" is sentimental in the

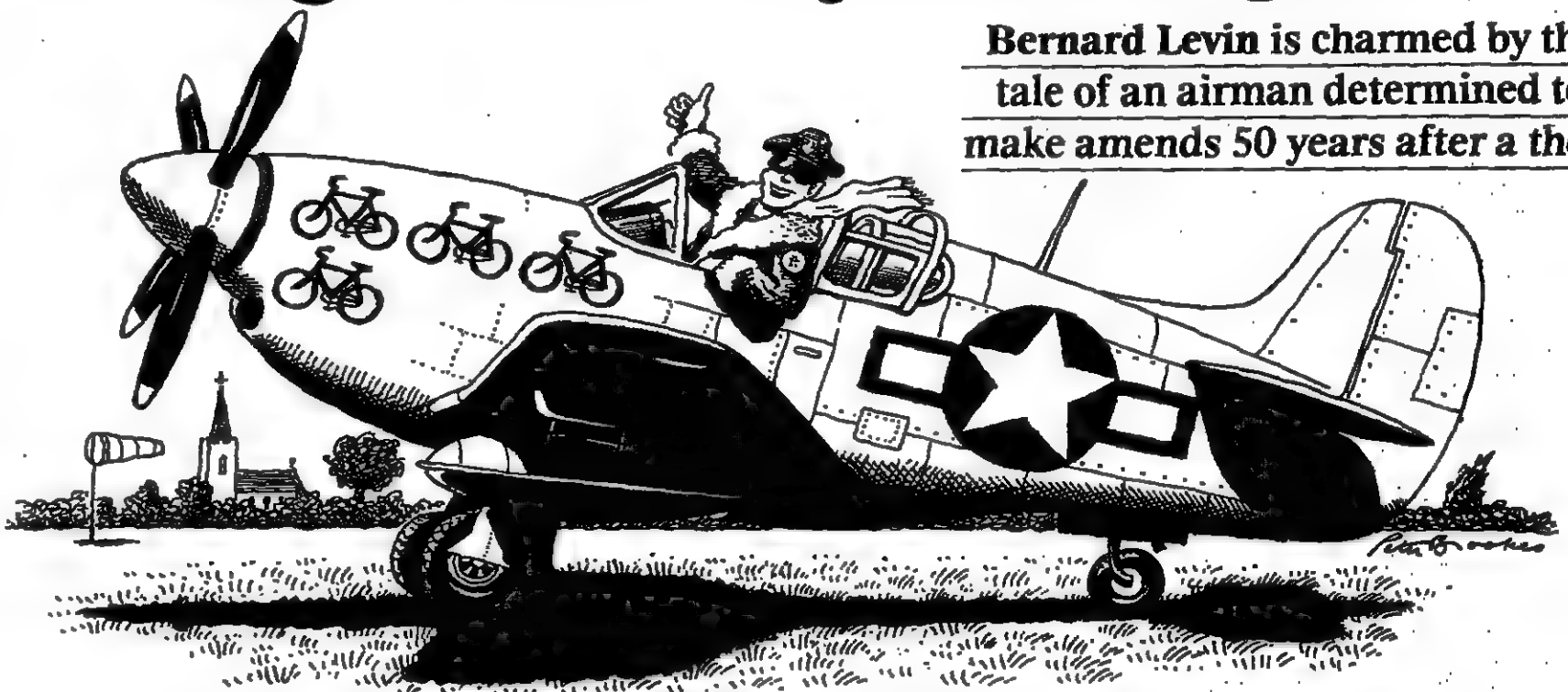
extreme. Often, what they are saying is closer to "get lost". All too frequently, would-be suicides are so convinced that life is intolerable that this is the only message they wish to convey. Talk of cries for help is too optimistic. We mind as much as we do about suicides precisely because we are so willing to help; what we cannot bear is being told that there is nothing we can do.

The aggressive tone of Lord Donaldson's judgment — his insistence that the young woman's wishes just don't matter — shows all too clearly how far it is our discomfort rather than hers that drives our response. There could hardly be a more considered, more reiterated insistence that she wishes to be gone than her slow self-starvation. And it is just because there is so little to say to such a decision that we find ourselves, so to speak, grabbing her by the wrist and yelling that we shan't let her slide over the edge. This is where "whose life is it anyway?" collides with the thought that none of us is an island.

The author is professor of philosophy at Princeton University.

## Caught in a cycle of guilt

Bernard Levin is charmed by the tale of an airman determined to make amends 50 years after a theft



I don't know why novelists bother; anyone capable of throwing a bag of peanuts out of the window can be sure of hitting at least a dozen people who, from their own experience, can tell stories very much more remarkable than the latest dreadful Booker winner.

Just read this nearly invisible news item: Mr Roger Johnson, a former American airman who stole a cycle while stationed at Polebrook, Northants, during the second world war, will make amends today by presenting 90 new ones costing nearly £10,000 to local children.

Thirty-six words, and a thousand and one Arabian nights to make magic tales out of them! There is not another word of explanation, no promise of further revelations, no startling denouement to await. So much the better; we can speculate freely, unhindered by facts.

Imagine the young airman (no veteran he), perhaps including in his duties nightly sorties over Germany; he would certainly have noted the number of aircrews — many of them his friends as well as his colleagues — who did not

return. Next time might be his last; if life itself is as cheap as that, surely bicycles should be given away free?

Why did he want a bicycle, anyway? That's easy: he was in a strange country, and being an imaginative young man, wanted to fill his few leisure hours by exploring his surroundings. He couldn't run to a car (and even if he could, petrol rationing precluded sightseeing). I don't know Northamptonshire's rural delights, but I assume that they were sufficiently interesting for him to pedal about in them. Did he come from a sleepy rural state, so that what he saw he could recognise, or from the heart of downtown Detroit to find woods and fields all around him? I have assumed, so far, that his theft did not greatly disturb him. Did he have a qualm, though, when one of his mates, or a senior officer, asked where he got it? Surely not. He, his friends and his superiors all had more things on their minds than the provenance of bicycles.

Some of these things on their minds concerned neither bicycles nor bombs: what about the young

ladies of the area? Did he have a girl back home in Kansas or New York? And if so... well, did he have something more significant to feel guilty about than bicycles? Or did he have a photograph in his breast pocket, which he took out and kissed, particularly when he was taking off for a journey that might be his last? For that matter, did he have a rabbit's paw in one of his other pockets? User not, you beasty rationalists: I read once of a wartime airman who never flew without a pair of his girlfriend's stockings around his neck, and he lived to tell the tale.

Well, the war ended, and our hero survived. He went home, and made a life for himself. Presumably he married and had children. Clearly, he prospered. But, as with the princess and the pea, there was something amiss. Did the theft of the bicycle get into his dreams? Did he think that if he died abruptly, say in a car crash, he would not have time to seek confession and absolution? More dramatically, had he long ago

forgotten his trivial crime, when suddenly, because of some oblique mental association it leaped into his mind?

Yet there is a great gulf between remembering a peccadillo from half a century ago and determining to put it right. And how handsomely right! Ten thousand pounds worth of brand new, state-of-the-art bicycles, to be distributed among 90 of the children of Polebrook, Northants, where Christmas comes twice this year.

A child at the time of the Great Bicycle Robbery would today be about to draw the State Retirement Pension (the Old Age Pension it was called then, though later that was felt to be too downmarket; two or three generations have grown up since someone limped home on foot, and the world has gone round nearly twenty thousand times. Yet are not five sparrows sold for two farthings, and not one of them is forgotten before God?)

In this case, however, God made no sign: the sinner took it upon himself to make amends. No matter that Polebrook had obviously forgotten the gin a week after

it had been committed; no matter that the Polebrookers would have looked upon the American airman as heroes coming to the succour of the old country; no matter that if he had asked politely for a bicycle, a dozen would have been proffered. Fifty years on, Jimmy Cokes gave a little white lie, "and always let your conscience be your guide". Mr Johnson's conscience is clean; truly, it was hardly even smudged in the first place. And 90 Polebrook children will be sporting handsome new bicycles. All's well that ends well.

We all have dim corners in our lives, and most of us have one or two that are not just dim, but truly dark. Most can be illuminated somehow, but a few cannot, and we must take them to the grave. But Mr Johnson has turned his world into a shining triumph. Remember, he didn't rob a bank or break a head. He stole a bicycle, lived with the knowledge, and made amends exactly 90 times over. Polebrook should honour him in a fitting manner. Why not an explanatory plaque on the village fountain, with a bicycle chained to it? Surely no one would steal it.



...and moreover

## CRAIG BROWN

The day before yesterday I described the first course of my delicious luncheon at the table of Lord Halibut, in the company of four eminences grises who converted from left to right under the divine influence of Mrs Thatcher.

"To accompany the second course," breathed Lord Halibut contentedly, "I have selected a little something from 1979, the year of Margaret's first great election victory."

Our taste buds quivered. "A little Duetto Beaucallou, perhaps?" asked the distinguished novelist Sir Barnabas Kipper, licking his lips.

"No. 'We don't talk any more' by Cliff Richard," replied Halibut, motioning towards the record-player. "Great fan of Cliff. Clean hair, no drugs: what more could one ask?"

While Cliff Richard belted out his up-tempo number, the talk turned to the influence each of these four great intellectuals had brought to bear on Mrs Thatcher and her policies.

"I'd pick up the phone and speak to her at least twice a week at 7.30 am. Advice and encouragement, encouragement and advice," boasted Lord Halibut.

"Marvellous," trilled Professor Septimus Cod. "And what would she usually reply?"

"Funnily enough, always the same," replied Lord Halibut. "She'd say 'at the third stroke, it will be seven thirty-one precisely. I think it was her way of tipping me the wink that she was taking my advice without in

any way offending her political colleagues. Tactful girl, Margaret. Scotch egg, anyone?"

The celebrated polemicist Arnold Stoot, whose famous 'Gloat with Stoot' political column is now in its twelfth year, chipped in to boast that Mrs Thatcher was one of his keenest readers. "You can always be sure that what the ordinary bloke thought yesterday, Arnold Stoot will be thinking tomorrow," she had said of him at the Press Club of Great Britain in 1983, before awarding him the special Press Club trophy for effort, along with the improvement prize for spelling.

"That's something Margaret's always admired about me, too," chipped in Lord Halibut, handing round the Scotch eggs. "I've always been able to let her know exactly what the ordinary bloke is up to. Your ordinary bloke in the low paid professions won't take bossing around, you know. He's an independent fellow who likes to be in charge, and quite right too." Halibut blew a sizable puff from his slim panatella, and then looked around in agitation. "Where the hell's my Butler? I never know what on earth the fellow's up to! Who's boss around here, that's what I'd like to know. Makes one wonder why one pays them so little."

As we made light work of the Wall's Vienetta, each one of our delightful company reminisced over Mrs Thatcher's greatest achievements. "Before her arrival, marvellous old-fashioned Anglo-Saxon expressions like

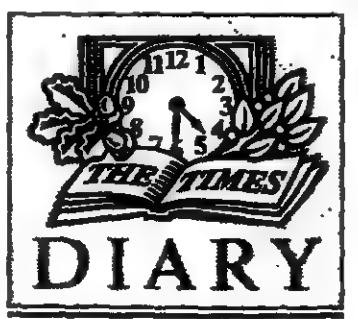
## Green thought in a grey world

MINISTERS are considering a plan to turn the notorious Marsham Street office complex, which currently houses the environment and transport departments, into a landscaped garden. They are coming under pressure from the Royal Fine Art Commission to organise a public competition for the redevelopment when the three towers are demolished next year.

Michael Howard, the environment secretary, has appointed Montagu Evans, chartered surveyors, to advise the government. But the Commission is lobbying ministers against an office development, and MPs have added their voices to a campaign to create a green oasis among Westminster's drab concrete.

Lord St John of Fawley, president of the Commission, says: "Everyone is aware of the horrors of the Marsham Street site. Those mistakes must not be repeated. It will be an important test case of the government's commitment to the environment and open space. We believe there should be a competition which we would be happy to take part in judging. We want to see the maximum amount of open space on the site." Architects and landscape consultants have responded enthusiastically to the idea for a competition, first floated in *Building Design* by Roger Moxie. Tory MP for Faversham.

Moate says: "I was encouraged by the response. They have proposed constructive ideas for open space, but with public services such as car parking." One even more grandiose plan is to move the British Pavilion, constructed for Expo 92 in Seville, onto the site or to create a "Millennium 2000" park to usher in the new century.



The letters page of The Times was essential reading yesterday at the breakfast table of Douglas Hurd. The missive from Dr Radovan Karadzic, leader of the Serbs in Bosnia and Herzegovina, ordering a ceasefire, was even mentioned in the Commons. "I congratulate The Times on resuming its ancient role of receiving letters of this kind from all over the world," the foreign secretary told MPs. So which other wars have been ended in the correspondence columns of The Times? Alas, the Foreign Office did not know. "We can't quite think what he meant," admitted a spokesman.

## Mick taken

STAR TURN during the service which opened the Methodist Conference in Newcastle yesterday was Father Mick McKenna, a Roman Catholic priest from Gateshead with a local reputation as a wit and raconteur. After a worthy Methodist sermon, McKenna was asked to make his contribution to ecumenical understanding. He proceeded to tell the 600 Methodist delegates a stream of jokes in questionable taste.

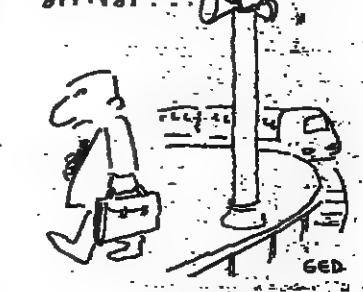
"Why does the Virgin Mary look so miserable in pictures?" he asked them. "Because she always wanted a girl." Most of the congregation

laughed politely, if embarrassedly. By the time the father was telling them that the Irish bishops had been forced to cancel their conference due to a lack of babysitters, ecclesiastical harmony was somewhat strained.

## Still stuck on the line

BRITISH RAIL can expect no sympathy from Austin Mitchell over its huge losses. The Labour MP for Grimsby was this week due to ask John MacGregor, the secretary of state for transport, a parliamentary question about the "appalling" rail service linking London and his constituency. Mitchell left home early to catch a train from Doncaster, due to arrive at 2.15 pm, in plenty of time to ask his question. Needless to

We are grateful for the inconvenience caused by the late arrival.



say, it didn't arrive until well after 3 pm. "BR must have got what of my question," says Mitchell. "It was nothing less than sabotage."

## Longleaf lives

SIGHS of relief could be heard from the custodians of Britain's heritage yesterday as Longleaf declared business as usual following the death of the sixth Marquess of

Bath. The eccentric seventh Marquess, the former Viscount Weymouth, is still making his way back from St Tropez, but his agent Tim Moore says: "He feels that it is a time to consider the achievements of his late father. There are no major changes envisaged for Longleaf House."

The words are reassuring. The new Marquess, who has adorned the stables of his private apartments with portraits of women friends, is restricted by listed building legislation from making any major changes to one of the best-preserved Elizabethan houses in Britain, but fears persist about the contents. Might he want to replace the ancestral portraits with his own infamous murals?

If he tries, the day could be saved by the Museum and Galleries Commission works of art in lieu of tax scheme. It would be delighted to hear from the Marquess. "An item valued at £100,000 would be worth £70,000 using the scheme, whereas at auction it would be worth less than £50,000 after tax and selling costs," says the Commission's Heather Wilson. But the Commission does not indulge in ambulance chasing. "It would be up to him to contact us."

Joanna MacGregor, the pianist whose eclectic festival of contemporary music is under way at the ICA, has still not heard the work her husband Richard Williams is due to perform. Williams was asked to produce a piece for the festival's last night, on Sunday, and has decided to play the rarely performed 4'33" by John Cage which, as everyone knows, requires pianist and audience to sit in silence. "I needed to rehearse, but I did not want to disturb Joanna's practice," he says. Alisdair Nicholson, the festival's artistic director, will turn the composition's pages.





## DUCKING AND WEAVING

British politics operate on the adversarial principle. If John Major hopes that come the autumn, there will be 60 or 70 Labour MPs marching into the government lobby in defence of the Maastricht treaty he had better think again. It has never been any part of an Opposition's duty to pull a government's chestnuts out of the fire, least of all when there is an enticing prospect of a serious backbench revolt against a government with the smallest Tory majority since Winston Churchill returned to office in 1951.

Labour has, after all, been here before. It was Harold Wilson who announced in government that he would not "take no for an answer" to Britain's application to join the Community — and then opposed in the Commons, line by line, the terms that Edward Heath's government eventually secured. The prize then as now promised to be the embarrassment, perhaps even the defeat, of a Conservative government. But largely thanks to Labour's own dissidents, the prize escaped. Instead, the only reward the party collected was widespread cynicism at the flexibility of its performance.

Since John Smith was one of the 69 Labour MPs who defied a three-line whip to vote in favour of the principle of British entry on October 28, 1971, that particular piece of history is unlikely to be repeated. If the man destined to become Labour's new leader in just over a fortnight's time can claim one continuing thread in his political career, it lies in his consistent support for the European cause. But once the Maastricht bill returns to the floor of the House in the autumn that may only sharpen his dilemma. Mr Smith knows as well as anyone (and, on the record of his robust displays at the dispatch box, better than most) that the first duty of an Opposition is to oppose. Nor in his first months in the leadership will he want to make things in any way easy for the government. The one issue on which he cannot afford to seem soft is Europe, not least

because there will remain a danger of a rump of Labour anti-Maastricht mavericks gathering around his leadership rival, and possibly future deputy, Bryan Gould.

The most probable parliamentary outcome is that the Opposition will zealously protect its right to examine the proposed Maastricht treaty clause by clause. The government will look in vain to Labour (or even to the most ardent Europeans on the Labour back benches) for assistance in bringing in a guillotine motion on the bill's committee stage. But to what end will all this Labour endeavour be directed?

So far Mr Smith and his colleagues have justified their opposition to the Maastricht treaty by deploring the absence of the social chapter from the proposals the government wishes to lay before the House. This can take their opposition just so far, for it involves joining forces with those on the Tory back benches to whom the social chapter is anathema. The eventual question they must expect to be asked is whether Labour prefers Maastricht without a social chapter to having no Maastricht at all. The answer, both under Neil Kinnock and under Mr Smith, is almost certainly yes.

The outcome of this conundrum can only be official evasion. By responding selectively to crucial clauses of the bill, Labour might keep the government on tenterhooks with its internal opponents, in the hope that they will bring it to grief without Labour having to declare its hand too openly. But between 1971 and 1973 these tactics led to the breaking of ranks by pro-European Labour MPs and so undid Harold Wilson's non-too-scrupulous bid to use Europe to unseat the Heath government.

Labour is still a corporatist party much in sympathy with the expansionism of Jacques Delors' European Commission. It would be better for Mr Smith to come clean and support Maastricht. But he should allow those MPs who disagree with him a free vote.

## AWASH WITH DIRTY ROUBLES

Yesterday the rouble became semi-convertible: a "dirty float". The rouble symbolised many of the evils of the old Soviet system. Like communism itself, it was a false and empty totem, useless for buying goods, storing wealth, comparing prices or any other normal economic function. It represented nothing more than the power of an arbitrary government to despoil the wealth of its citizenry. Not for nothing did the people prefer the currency of the sworn enemy, the dollar.

The economic impact of yesterday's step will be limited. The rouble has not been made genuinely convertible, as the government had originally promised. The Russian central bank has simply streamlined a crazy system of parallel exchange rates that subsidised privileged importers and penalised exporters who declared their full foreign earnings instead of sacking them away in Swiss bank accounts. Russian citizens are still severely restricted in their right to hold foreign currencies. Foreign investors will not be allowed to buy roubles until the market reaches an "acceptable" exchange rate. The announcement of a huge overshoot in the budget deficit coincided with yesterday's measures, suggesting that the rouble is most unlikely to find stability as anything the government considers an acceptable rate.

These drastic limits on convertibility will disappoint many Russians, as well as free-market purists abroad. But they should be welcomed. While full convertibility would be a powerful symbol of Russia's break with its communist past, the government's hope of stabilising the rouble against the dollar and making a fixed exchange rate the central pillar of economic policy is misguided. The West should look askance at the Russian request likely to be repeated by Boris Yeltsin at the Munich G7 summit next week, for a \$6 billion loan to stabilise the rouble. There are other uses for such aid.

A stable, non-inflationary currency naturally helps the functioning of market forces, but it is neither necessary nor sufficient for

success in the kind of economic and social upheavals that Russia is now undertaking. The top priorities for Russia, and all the other ex-communist countries, must be to establish private property rights, encourage small business, create private services and move rapidly towards the commercialisation and ultimate privatisation of large industrial enterprises.

There are two reasons why currency stability and structural reform can be contradictory, despite being in principle two sides of the same coin. Domestically, both sets of policies are bound to be painful and generate opposition. If too much time and political capital is spent on an anti-inflation policy, the public's patience will be exhausted when the government subsequently addresses itself to privatisation and the enforcement of bankruptcy laws. At that point, politics becomes the enemy of economics.

In addition, if the best economic brains and the most energetic politicians devote themselves to the management of foreign exchange and the achievement of monetary and fiscal targets, the structural issues may be neglected. The chance of currency stabilisation falling is always high. The opponents of private property will use such failures to justify delaying structural reforms if the programmes are too closely linked.

The West faces the same dilemma, if in less acute form. Ideally, policies to counter inflation and those to reform the structure of the economy should proceed hand in hand. But as the British government has found, the best can be the enemy of the good. Given the limited resources the West is willing to devote to helping Russia, it would be rash to put hard currency aid into a rouble stabilisation that is not absolutely necessary and whose chances of success are slim. Technical assistance, management training, privatisation, inward investment and the development of services and infrastructure are higher priorities. That is where the West should concentrate its support.

## PLEA FOR BARGAINS

Pressure put on a defendant to plead guilty, especially if the pressure is from a judge, will almost always lead to a successful appeal. The Court of Appeal has made this clear often enough for it to be standard doctrine in every English criminal trial. This is the reason plea bargaining is not accepted practice in the English courts. In America, practice is wholly different. Such bargaining usually includes a formal offer from the judge of a reduced sentence, and sometimes a reduction in the seriousness of the charge, if the defendant pleads guilty.

English law is too fastidious about such oiling of the gears of justice. A form of plea bargaining already happens, though surreptitiously. In many a barristers' robing room before trial, defence counsel has hinted to prosecuting counsel that an adjustment in the charge downwards, say from grievous bodily harm to actual bodily harm, might result in a change of plea, to the benefit of swift justice. This cannot be admitted, and as a result the justice is rougher and not as transparent as it ought to be.

Plea bargaining should be legitimised. With suitable safeguards it would increase rather than reduce the accuracy of the criminal justice system and make it cheaper and more efficient. The strongest argument for plea bargaining comes from regular practitioners in the criminal courts. They say that what professional criminals most want to know, before a trial, is what punishment is likely. Dreading the uncertainty of sentencing and the risk of exceptional severity, the defendant often pleads not guilty on the off-chance of an acquittal. It is not a strictly rational choice, but nor is a life of crime.

Lawyers who have noticed this characteristic of the criminal mind say that plea bargaining, with a guaranteed discount on any likely sentence, is bound to raise the frequency of guilty pleas significantly.

For such reasons a committee of the Bar Council proposed a system of open plea bargaining last month. This week the Lord Chancellor's department, worried by the rising cost of legal aid, indicated it too is tempted. But saving money should not be the only consideration. Nor is the Bar Council right that the appeal court need only issue new guidelines, the opposite of the old ones. Law reforms involving a complete reversal of previous policy and practice should not be left to judges but debated by Parliament and enacted by statute.

Parliament, in turn, would be wise to wait for the advice of the royal commission on criminal justice, especially concerning uncorroborated confession evidence. In some notorious cases, confessions which were later quashed on appeal have resulted from juries accepting uncorroborated confessions recorded by the police, who have used unwarranted pressure. The chance of a lesser sentence in exchange for a guilty plea could readily be turned by the police into the offer of a lesser sentence if a suspect confesses.

The *guido pro quo* for allowing plea bargaining before a trial should be to change the law to require confessions to be corroborated by other evidence, as is already the law in Scotland. A trade-off along such lines from the royal commission would make sense. For the legal aid economies that will follow, the Lord Chancellor's department will have to be patient.

## Why UK needs the Eurofighter

From Sir Peter Masefield

Sir, The lamentable conclusion of your leader, "Eurofighter grounded" (July 1), smacks of the same attitude that derided the development of the Hurricane and the Spitfire 57 years ago.

Although the international situation is so different today, there are now even more potential — though unknown — threats to our future security.

In dismissing the European Fighter Aircraft (EFA) you apparently contemplate:

1. Abandoning the carefully assessed requirements for an allied means of achieving and maintaining air superiority in any future conflict. The Gulf war showed once again how essential that is to the saving of massive land casualties.
2. Throwing out of work more than 40,000 skilled designers, engineers and technicians in this country — and many others in Italy and Spain as well.
3. Inevitably relegating Britain to a minor position towards future military and civil aircraft and aero-engines — of so much added-value to our economy and technical know-how.

4. Ditching valuable potential exports.
5. Destroying much of our future ability to compete in many related world markets.
6. Forcing us to spend scarce foreign currency on less effective American aircraft, while throwing away most of the current substantial investment in the EFA.

None of this overstates the wide and disastrous effect which would come from the loss of such an advanced project, so relevant to the future of our country in the realms of industry, technology, employment and defence.

Yours faithfully,  
PETER MASEFIELD  
(Past President,  
Royal Aeronautical Society),  
Roshill, Doods Way,  
Reigate, Surrey,  
July 1.

## Attitudes on Europe

From Sir David Crouch

Sir, Margaret Thatcher is entitled to her views on Europe (report, June 29) but it is important to remember that it was because of those views that she is no longer prime minister. John Major is committed to Britain playing a leading role in Europe, as are Michael Heseltine and Douglas Hurd, the other contenders for leadership of the Tory party.

Conservative MPs made their decision on Europe when they chose John Major and it must be hoped that their loyalty to him will not be weakened by calls from their former leader to do otherwise.

Yours faithfully,  
DAVID CROUCH,  
The Oast House, Fisher Street,  
Badlesmere, Faversham, Kent.

From Mr J. C. Stott

Sir, The prime minister tells us (report, June 30) that referendums are a "device of demagogues and dictators". In which category does he place his Danish, Irish, and French colleagues?

Yours faithfully,  
J. C. STOTT,  
3 Kennedy Gardens,  
Sevenoaks, Kent.

From Mr J. A. Newell

Sir, In the Birmingham Post it is reported (June 29) that The Environment Secretary, Mr Michael Howard, is to be asked to rule whether

Ossett College, Sutton Coldfield, can build a wall to shield passers-by from an unsightly view of a dustbin.

Should not subsidisation begin at home?

Yours sincerely,  
JOHN NEWELL,  
139 Salisbury Road,  
Moseley, Birmingham 13.

## Privatised secretaries

From Mr David Blunkett, MP for Sheffield Brightside (Labour)

Sir, I understand that a decision may have been taken to place with an outside contractor the employment of personal secretaries at the Inland Revenue offices in Nottingham and the Department of Health in Leeds. This would be a retrograde step, placing as it does political dogma before good management practices.

Anyone with experience of holding a senior post knows the pivotal role that a personal secretary plays in ensuring the efficiency and smooth running of senior management. Were such tasks to be mainly carried out by men, the grading and status of such posts would be considerably higher.

Given the integral nature of such posts with the activity being undertaken by the directly employed staff — including confidentiality and personal commitment — it is bizarre in the extreme to think of these key positions being filled from outside agencies. Undermining commitment to work, and the sense of belonging to an organisation which values the personal contribution made by the employee, is a short-sighted road to nowhere.

Yours sincerely,  
DAVID BLUNKETT,  
House of Commons,  
June 24.

Business letters, page 23

## LETTERS TO THE EDITOR

1 Pennington Street, London E1 9XX Telephone 071-782 5000

### Treatment of brutal young offenders

From the Director of Fairbridge

Sir, Valerie Grove paints a chilling and depressing picture ("Nasty, brutish and young", Life & Times, June 26) of the mind of "the young man bereft of human feeling", who commits violent, brutal and motiveless attacks, usually on female victims.

It is equally chilling and depressing to those of us who work daily with such young people to see above the article the question: "Is it time society stopped finding excuses for the perpetrators of violent and pointless crime and started hating them instead?"

It is, of course, right to remove violent young men from society, to protect us and to punish them — and to give them the opportunity to repent and reform.

Long periods in prison might satisfy our basic desire for revenge — and hatred and revenge stalk dangerously hand in hand — but they do little to reform.

There are highly effective alternatives to youth custody. This organisation has been working in this field for the past ten years. It is remarkably successful at helping young people to change the direction of their lives.

The key to its success is its understanding of the problems facing young people in the underclass and its ability to meet their needs, the principal ones of which are the deep need for self-esteem and for support.

This is a process that takes time and great patience. It is significant that some 30 per cent of our staff were once themselves young offenders. They are the proof that, given opportunity and support, young men are able to make the radical change from the violent, brutal and mindless underclass to mature, compassionate service to society.

Yours faithfully,  
DAVID JAMES, Director,  
Fairbridge,  
202 Lambeth Road, SE1,  
June 29.

From Mrs Susa Ellis

Sir, Valerie Grove's article, appearing after your report of the Lords debate on bringing up children (June 25), points up the sorry confusion facing parents today. Parents need the support of society, including politicians and commentators, to bring up their children to understand the values that make for a civilised society.

In the microcosm of the nursery children need to learn that if they transgress there will be unpleasant results, but that love and continued care are not withdrawn. Privileges (toys, treats) may be taken away, status lost, fines imposed on pocket money, liberty restricted. These stages fairly foreshadow the legal

### Opera house denial

From the Secretary of State for National Heritage

Sir, On June 17 you reported that a proposal to build a new national opera house on the South Bank was said to come from my office. That is not so. We have no such proposals. I appreciate a number of well-informed people are advocating a new opera house, and they have a perfect right to do so. But I have not joined their ranks.

I feel I should make this clear in the light of Bryan Appleyard's piece (July 1), "David Mellor's white elephant". Please treat this letter as a complete denial of ownership of any plans for this beast.

Yours faithfully,  
DAVID MELLOR,  
Department of National Heritage,  
Horse Guards Road, SW1.

### Military commitments

From Lieutenant General Sir Napier Crookenden

Sir, In your leading article about the French president's journey to Sarajevo, "High time to stop it" (June 29), you end with the words: "Wringing one's hands is a feeble response. At least Mitterrand has done dramatically more than wringing his hands."

The foreign secretary has been wringing his hands on our behalf for some weeks now and the government constantly affirms the dangers of providing combat arms for any intervention force in what was Yugoslavia. Is not this largely due to the severe reductions being imposed on the armed forces and the continuing

### Caribbean whaling

From Dr C. J. M. R. Gullick

Sir, David Young, in his report (July 1) on the International Whaling Commission's conference in Glasgow, states that none of the Caribbean states of St Kitts, St Lucia, St Vincent and Dominica has any tradition of whaling. This is incorrect.

In the 1970s I undertook anthropological fieldwork in St Vincent in one of the three whaling communities in that state. At the time the villages of Barouallie and Rose Bank on the main island of St Vincent, and Paget Farm on the neighbouring island of Bequia, had small boats fitted with harpoons, which pursued the so-called blackfish, in fact a small whale (*Globicephalus melas*).

Those from Barouallie also hunted the humpback whale (*Megaptera nodosa*). The Vincentian tradition of whaling spread to Grenada, St Lucia, Barbados and Trinidad early in the twentieth century, but did not

survive long in the latter two islands.

While Caribbean whaling during the nineteenth century has been described as commercial, this was not the case for most of the twentieth century. The blackfish hunters studied by me were mainly involved in a subsistence economy and while they sold some of the oil and flesh, most was consumed within the community.

Accordingly the Caribbean has a tradition of whaling that is very different from that focused upon in Glasgow. While an important issue, the debate about the survival of traditional communities with very small catches could easily be lost amongst the problems caused by larger commercial concerns hunting larger numbers of whales. I hope that the delegates in Glasgow manage to keep them separate.

Yours faithfully,  
C. J. M. R. GULLICK,  
University of Durham,  
Department of Anthropology,  
43 Old Elvet, Durham,  
July 1.

From Mrs Jenny Truch

Sir, Valerie Grove advocates that we "strain... our quality of mercy" for those who perpetrate violent and pointless crimes. These people, she says, have as children suffered "grievous psychic trauma, some physical or psychological abuse".

It is true that we need to take measures to protect ourselves from these sociopaths, and this may mean removing them from society if we can find no way of redeeming their emotional constitution. The danger is, however, that by focusing on despoiling them we take our attention away from the measures needed to protect future generations of children from the trauma which may cause them to become sociopaths.

Yours sincerely,  
JENNY TRUCH,  
Jordans, Copthall Road,  
Ighiteam, Sevenoaks, Kent,  
June 28.

From Dr T. E. Warner

Sir, Sending such pathetic specimens as Valerie Grove describes to prison for years is clearly not the answer. What good will it do? Putting down savage Rotweilers makes sense. Putting away young men who committed their crimes under the influence of drugs (report, June 24) with no guarantee that the experience will not further degrade them is a sheer waste of time and money.

Yours etc.,  
T. E. WARNER,  
West End, Pearcroft Road,  
Stonehouse, Gloucestershire,  
June 26.

### New highway code?

From Dr P. N. Skelton-Stroud

Sir, Manufacturers of motor cars continue to fit them with cigar lighters and ashtrays. I applaud the introduction of catalytic converters to clean up exhaust emissions and the external environment and suggest that to leave out the accoutrements of smoking as standard fittings would go some way toward cleaning up the internal environment.

Many motorists might prefer instead one of the range of accessories for which they currently pay extra.

Yours faithfully,  
P. N. SKELTON-STROUD,  
Sherrinwood Farm,  
Pott Shrigley,  
Macclesfield, Cheshire,  
June 30.

excessive commitments loaded onto the army?

In May I asked the foreign secretary if he would not find the lack of available troops a serious handicap to our foreign policy in the next ten years and his negative reply was based solely on the disappearance of the Soviet threat.

Surely it is time we forgot the euphoria and optimism engendered by the Soviet collapse and set new force levels for the future, which allow for unforeseen commitments, inevitable in a daily more chaotic world.

Yours sincerely,  
NAPIER CROOKENDEN,  
Twin Firs, Four Elms,  
Edenbridge, Kent.

## LSE, County Hall and 'realpolitik'

From Mr Alex Carlile, QC, MP for Montgomery (Liberal Democrat)

Sir, I believe that the Shireyama Corporation remains interested in the purchase of County Hall, as environment minister Robin Squire confirmed in the House last week (report, June 27). Does this mean that the London School of Economics and Political Science will fall victim to financial realpolitik?

Surely there should be more to the question than the size of their respective chequebooks? What is at stake is the renewal of one of Britain's great centres of learning.

The LSE conducts research, teaching, and study of a myriad of disciplines. Its student body represents countries from across the globe. But despite its excellence, it has been beset by difficulties in space and funding. Decreased government expenditure in recent years has made it much more difficult for the school to continue to improve and update resources. Accordingly, much of its revenue has come from overseas students.

More space means more students, and more opportunities for expanded services, including computer and research facilities made available to outside users. More space also entails greater room for the British Library of Economics and Political Science, one of the largest libraries devoted exclusively to the social sciences in the world and a national treasure in its own right.

Location across the river from Westminster would make the library much more accessible to members of Parliament and their staff and would provide for easier interplay between MPs and the academic community.

The sale of County Hall to the LSE would do more than benefit academia. It would prove the government's commitment to higher education. It would assert that we support and cherish the academic institutions which will make the next generation competitive not only in the European Community, but throughout the world.

I hope that the government will now show some nerve, and help LSE to a new and worthy home.

Yours faithfully,  
ALEX CARLILE,  
House of Commons,  
June 25.

### Signing for posterity

From the Headmistress of Channing School, Highgate

Sir, Sixth-formers leave Channing with either a complete Shakespeare or the new Oxford Book of English Verse, signed by their friends and teachers. This is a gift worth keeping and, pace Natasha Dewar (letter, June 27), not a bit naïf.

Yours sincerely,  
ISABEL RAPHAEL,  
Headmistress,  
Channing School, Highgate, N6.

From Mrs Myrtle Ternstrom

Sir, What could be more appropriate than a copy of *The Times* for the day that Natasha and her friends part?

Yours faithfully,  
MYRTLE TERNSTROM,  
As from: Swedish Embassy,  
Bangkok, Thailand.

From the Reverend W. Roy Large

Sir, I suggest a copy of *The Times* in which her letter was published.

Yours truly,  
W. R. LARGE,  
The Vicarage, 24 Mallory Road,  
Bishop's Tachbrook,  
Leamington Spa, Warwickshire.

From Mr Alexander Redman

Sir, Wing collars were part of our school uniform at King's School, Canterbury, so on my last day there it seemed appropriate for my friends to sign that. (It is an excellent conversation-piece.)

Yours faithfully,  
ALEXANDER REDMAN,  
Durham Union Society,  
Palace Green, Durham.

From Mrs R. D. West

Sir, Miss Dewar might consider using (the back of) her last school report.

Very truly yours,  
CATHERINE WEST,  
Broomfield, Harewood Road,  
Chalfont St Giles, Buckinghamshire.

From Mrs Stanley Alexander

Sir, Whatever happened to the autograph book?

Yours sincerely,  
MINDA ALEXANDER,  
19 Templemead, Weybridge, Surrey.

### A Solomon needed

From Mr and Mrs D. Howard-Allen

Sir, It would greatly improve the quality of our marriage if the Business and Sports reports could be printed in separate sections during Wimbledon fortnight.

Yours faithfully,  
BRIDGET HOWARD-ALLEN,  
DAVID HOWARD-ALLEN,  
Hedges, South Stoke Road,  
Woodcote, Reading, Berkshire,  
June 30.

Sports letters, page 30

Letters to the editor should carry a daytime telephone number. They may be sent to a fax number — 071-782 5046.

















FILMS p3  
The glow of  
genius:  
Bergman's  
latest script

# LIFE & TIMES

THURSDAY JULY 2 1992

BOOKS p5  
Intellectuals'  
running  
battle with  
mass culture



## Have drawing board, will travel

British architects are suffering — out of work, plans on ice, fees cut, designs by-passed. Where can they turn?

Marcus Binney considers the options

British architects are in the grip of a recession. According to Richard MacCormack, president of the Royal Institute of British Architects (RIBA), "nearly a third of architects are out of work and a lot of practices are out of business."

Even Sir Richard Rogers is not immune to the effects of financial belt-tightening. He has seen his plans frozen for a prestige headquarters for Daiwa, the Japanese stockbrokers, on a large site north of St Paul's. "We have battled through to win planning permission only to find the project on indefinite hold." For years Rogers has complained that British developers only wanted standard concrete boxes. Daiwa was different, an amazing drum with a Crystal Palace atrium capped by stepped hanging gardens.

Nearly in the City of London,

plans for an elegant lounge-shaped block by Sir Norman Foster over Aldersgate are also suspended, as is the ambitious scheme by the late Sir James Stirling for replacing Wool House behind Pall Mall. John Outram's Babylonian designs for 200 Queen Victoria Street are on ice as well as Michael Hopkins's plans for a development next to Marylebone Station.

Even harder hit are the numerous gifted young architects who, prompted by the boom, set up on their own and now find themselves with no work at all.

Yet for all the talent that emerged in the Eighties, the bonanza of planning permissions produced a staggering amount of bad, or indifferent architecture. Developers, and the City quantity surveyors who advised them, repeatedly miscalculated.

First, they imagined a demand for vast trading floors which never materialised. Second, they became obsessed with providing huge floor areas in which entire companies or departments could be accommodated on one level, never mind how far they might be from a window. In the mad scramble to build, quantity took over from quality, despite the abundance of granite cladding, marble floors and brass fittings.

MacCormack believes the present government is actively contributing to the problems faced by architects today. Quality is being forgotten as the Monopolies Commission and Office of Fair Trading pressure the RIBA to abandon traditional fee scales in an effort to reduce architects' charges. "You just can't reconcile the day of care with the level of reward architects are being driven down to," says MacCormack.

There is also government pressure to reduce public funding of architectural education. "The irony is that this comes at the very moment when we have 39 schools from all over the world wanting recognition from the RIBA," he adds.

In the mad  
scramble  
to build  
during  
the boom,  
quantity  
took over  
from quality

Housing associations, long a major source of work for some practices, are now being told by their financial masters, the Housing Corporation, to go straight to the volume house builders. Just when work is needed, architects may be cut out of the process and quality reduced along the way. Yet when the Housing Corporation pressed housing associations to buy unsold speculative housing in the late Eighties, they found the quality was not satisfactory. "Architects have a key input in achieving good space standards, lay-out and landscaping," says David Levitt, one of the leaders in the field.

The avant-gardist Will Alsop, however, believes the recession will remove the principal villain from the architectural scene. "The one bright spot is that it will make it very difficult for spec developers to work for a long time," Alsop says.

Building for an unknown client with an assumed Mr Average taste has been a disaster. By contrast if you work for the end user, they care, you care and you end up with a much better product.

But, he admits, there may be a negative side to the recession, too. "The architects who ran up the spec horrors of Docklands are now busy setting up in Eastern Europe. These countries

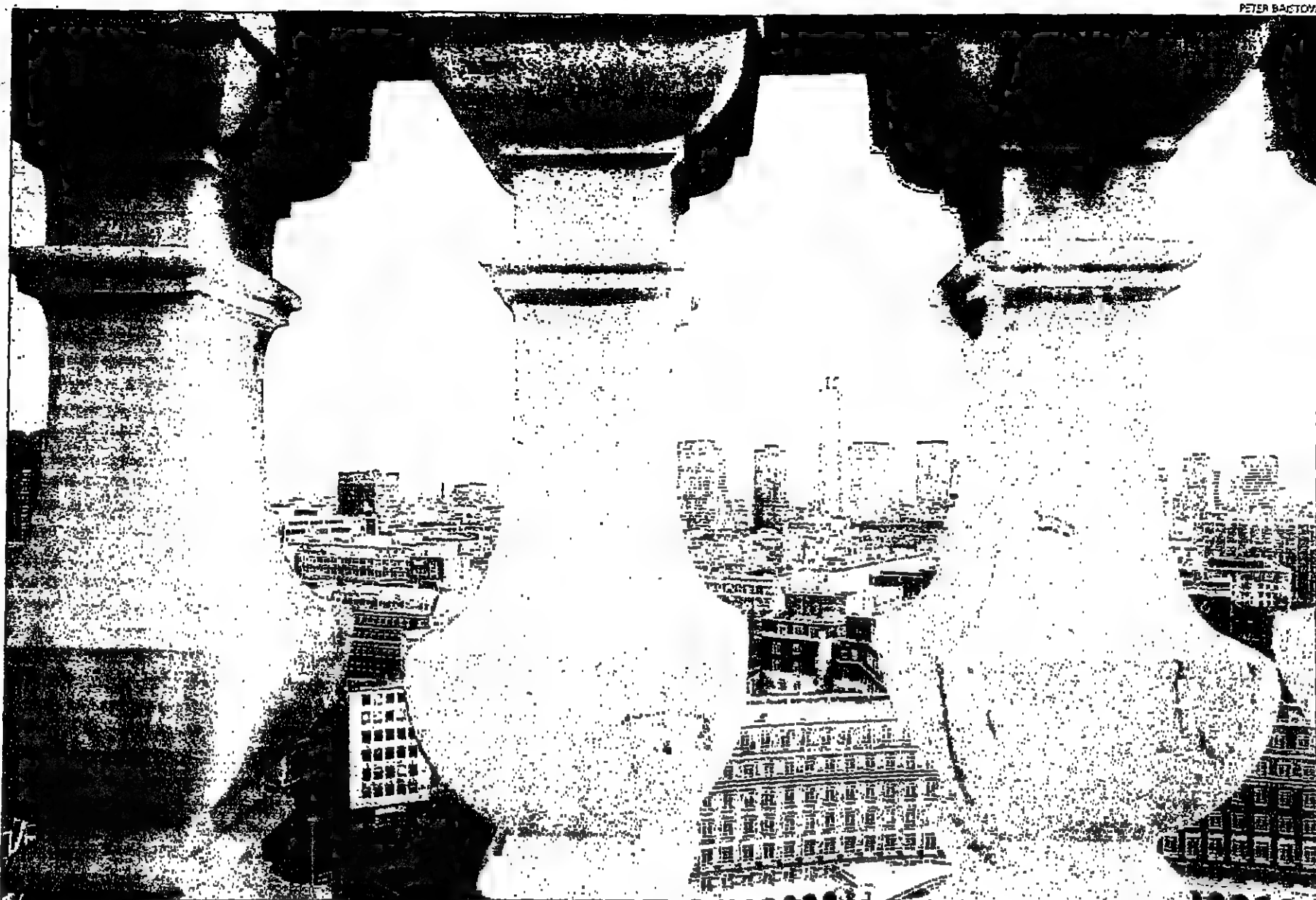
desperately need advice on how to repair and revive battered, broken-down towns. What they'll get is a rash of hideous high-rise office blocks and glitzy hotels."

The sheer waste of money on new buildings in London might seem a staggering amount of bad, or indifferent architecture. Developers, and the City quantity surveyors who advised them, repeatedly miscalculated.

First, they imagined a demand for vast trading floors which never materialised. Second, they became obsessed with providing huge floor areas in which entire companies or departments could be accommodated on one level, never mind how far they might be from a window. In the mad scramble to build, quantity took over from quality, despite the abundance of granite cladding, marble floors and brass fittings.

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Blocked from opportunity: the number of vacant new buildings in London makes it harder for architects to find work now that recession has put an end to the boom

year time no one will want to be associated with this kind of image. Even if the rent is low, these deep-plan, air-conditioned buildings are hideously expensive to run. The office of the future will be naturally ventilated, naturally lit, judged by the energy saved in construction methods as well as running costs."

Marco Goldschmidt, one of Sir Richard Rogers's partners, says the



Frozen: Sir Richard Rogers's planned headquarters for Daiwa

situation deteriorated in 1987 when planning controls were relaxed to allow light industrial space to be converted into offices. As a result, a glut of office space flooded the market. "No one twigged at the time because of the boom," he adds.

John Outram is another architect who welcomes the end of boom-year attitudes. "One reason why so many bad buildings were put up in the Eighties was that time became more important than price. Whole stages of working drawings were parcelled out to contractors. Yet good design is a continual process of refinement."

The boom, he says, reduced architecture to a series of simple packages, "one for structure, another for cladding. I like to use hollow columns with service ducts inside and colourful cladding. This became impossible." Now he is "as happy as a sandboy" doing all the working drawings himself for a dramatic transformation of Addenbrooke's Hospital in Cambridge.

The best part of the British scene, Outram adds, is that we have so many talented, independent people in every branch of design. By contrast, contractors on the Continent have in-house design departments and "the result is very boring buildings."

Still, it is to the Continent that many architects are looking for work. Thanks to the EC, "British architects can now be registered in France," says Ted Cullinan, who is seeking work for his practice. "The French advertise all major public jobs and once you're on the shortlist of about six, you are paid a realistic fee for the work you do."

Tchaik Chassay believes British architects should follow the example of the Geordie builders who descended on Docklands in the Eighties, camping in their vans for ten-day sprints. "My whole office has been going to German classes and we're linking up with German practices, some of whom have plenty of work."

Many architects talk enthusiastically about the Far East — Thailand, Malaysia and Taiwan. But Terry Farrell, who has just won the competition for an eye-catching new visitors' centre in Hong Kong, issues a warning. "Building costs there are well below what they are in England, so you can end up designing the same building for less than half the fee."

The alternatives out of London are often grim. Robin McCaren had been working with the biggest practice in Plymouth when, five days before Christmas, he and all his colleagues were made redundant. He promptly took an Open University management course, obtained a business start-up grant (£40 a week for 23 weeks), but now "I'm £40 to £50 worse off than if I'd stayed unemployed." From major office commissions he is now down to designing kitchen extensions. "I'm either up against local government officers who are moonlighting for the work or competing with my former colleagues."

While new commissions are few, many architects are becoming involved in urban design work. Derek Latham, whose Derby practice built up a handsome portfolio of rehabilitation work on historic buildings, now finds there is work to be had from local authorities

looking at their towns with a view to marketing themselves better.

Where will future commissions come from? Marco Goldschmidt is confident that big corporate clients will spend money where there is a specific need for a new building. Sir Richard Rogers and Partners have just secured a contract from Smith Kline Beecham to look at their large prime site along the M4. He also says: "Insurance companies and pension funds will have to look seriously at the numerous empty spec offices they own and consider redesigning them. It's irresponsible to sit on large buildings they know they cannot let."

While the construction industry became dependent on imports in the 1980s, British architects have remained a net exporter. "There is a huge range of talent available from the high tech of Norman Foster and Nicholas Grimshaw to

the craft work of architects like Outram and Cullinan," Goldschmidt says. "British architects combine technical expertise with the capacity for lateral thinking. It's the opposite of the 'we do it this way' attitude you get in Germany."

In the end, though, are there simply too many architects? "When the polytechnics get university status there will be 22 schools of architecture producing up to a thousand graduates a year," Goldschmidt points out. "It's many more than a country like Britain can hope to sustain."

### TOMORROW

What is London Zoo's future? Valerie Grove talks to Gerald Durrell

## No need to hide that light under a bushel

It is that stoop sitting season again, that time of the year when we sit outside in the sun remembering the '56 Dodgers team, muttering insults at the crack dealers and eating Nathan's hot dogs. Or it would be if we lived in New York. But my neighbour Chaim is a Montreal native with Lower East Side pretensions, and he's introduced stoop sitting to my bit of Ladbroke Grove, where we try to remember what sport it was that the '92 Spurs team played, mutter insults at the dope dealers and eat Walls' hot dogs, which is as near to authentic stoopery as you can get around here. All Chaim and I have to do now is to teach the dope dealers the protocols of sidewalk dining: when on Saturday Chaim mildly suggested that some pack of alsatians mess on somebody else's sidewalk they came and kicked through his front door.

So there we were, the door repaired, the dealers away on the other side of town somewhere, the street humming deliquescence in the sun, sitting on Chaim's stoop and talking knowledgeably about Wimbledon and wondering if that mouthy Romanian with the black hair and the same first name as thingy, the little Scot in *The Man from U.N.C.L.E.*, was still playing tennis, when a girl walked by.

That I say girl and not woman had nothing to do with her age and everything to do with her general demeanour: the cantilevered bodice binding the very frontmost portion of her bosom, the teetering heels, the buttocks, as they passed us, rolling like some strange soft machine under the tight bandage of her tiny skirt. She wasn't a pretty girl, but as she walked past us and along the road we sat in the awed silence that men adopt when they are too old, self-conscious or ideologically sound to wolf-whistle.

I wondered, aloud, whether this girl had ever got used to the fact that whenever she passed pairs of men sitting on stoops everything went quiet. Did she know why the silence fell, or did she think that all men everywhere were talking about her and stopped out of politeness when she passed. "Nah," said Chaim. "You have to understand that she's never actually seen a man talk. She probably thinks they can't."

Which was a little unfair. It was a hot day; it wasn't unreasonable that a tall, leggy blonde should cover herself in a modest couple of square centimetres of lycra as she walked up the road to church or to give blood or to do her weekly selfless stint at the Oxfam shop. It's just

### PRIVATE LIFE

John Diamond on  
taking the bite out  
of peccadillos



that some people are, whatever they say or do, seen as sexual animals and some not, and she was.

I remember at college there were some women who worked on a sexual rota system sleeping their way round the men's halls of residence by numbers but who were never regarded as anything but upstanding and psychologically well-balanced members of the college community, while others,

who strayed perhaps once or twice a year from an otherwise celibate existence, were marked down as the Whore of Babylon in the union bar.

Which, neatly enough, is where George Bush comes in. The word has started seeping out that while Bill Clinton may have been playing around with Jennifer, Bush may have been seeing Jennifer. I say "started seeping": in fact the word on the President has been bruited about the place for months now, but somehow nobody has seemed to notice. For that's how it is with politicians: some of them treat Washington or Westminster as some sort of high class knocking-shop and get away with it while others wake up to find details of some ten-year old dalliance sprawling across the front of *The National Enquirer* or *The Sun*.

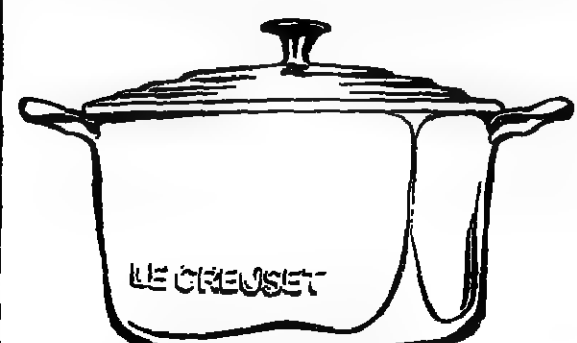
To rectify the obvious sexual injustices perpetrated on our MPs and legislators I propose a register rather like that in which members declare their business interests. The MPs Register of Sexual Interests would be open to all and would list any current or past extramarital encounters thus: "Fosdyke, Horace. Member for Fulchester South. Married, Honoria 1963, 2s. 1d. Sexual Interests: Mistress, Debbie X, pld-4-terre in Clapham, dress allowance, Sunbeam Alpine, holi-

days 1983, 1985 (twice), 1986, 1989-92. One-night stands: Elspeth W (exchange research student) 1982, Fifi La T (All-Party Margarine and Non-Dairy Spreads Committee trip to Amsterdam) 1986, Herbert L (misjudged throw of car-keys at wife-swapping party, Croydon) 1991."

Given that there is a statistic around somewhere which says that half of all married people have had an extramarital affair, and given that most non-London MPs spend the working week away from their spouses, I'd guess that the register would be a pretty weighty tome. So weighty, in fact that those papers interested in such matters would be unable to deal with it without devoting a whole issue to the subject. It would be impossible for those papers to select single MPs and slap them about with such an obviously tatty brush and so sex and politicians would simply stop, overnight, being an issue.

In fact, I'm so keen on this idea that I'm willing, in the cause of parliamentary democracy, to start the list myself. If you are an MP, a High Court judge or a senior civil servant, please write to me care of this paper with full details of any sexual activities, however minor, you have been party to. I promise to make them as public as I can.

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# Bergman's light shines through

Cinema: The Best Intentions, The Inner Circle, The Rapture and the rest of this week's releases reviewed by Geoff Brown

Ingmar Bergman may have officially retired from film direction, yet his genius marches on. In *The Best Intentions* (Lumiere, Gate Notting Hill, 12) he provided only the script, a reconstruction of his parents' turbulent courtship and marriage. But its crisp dialogue and emotional resonance carry the film to victory. Here are the same themes that coursed through Bergman's glorious swansong, *Fanny and Alexander*: the intertwining of love and pain, the sense of lives moulded and warped by family and religion.

When he first saw the film, Bergman gave Bille August, his chosen director, a rapturous hug. August (best known for the Oscar-winning *Pelle the Conqueror*) certainly deserves credit for giving the actors room to shine. Pernilla Ostergren August (the director's wife) is particularly impressive as Bergman's spoiled, headstrong mother, struggling to make a success of her marriage to an impoverished divinity student (Samuel Fröler). This is true cinema acting, the emotions conveyed through glances, scowls, pursed mouths and the play of light behind the eyes.

As a director, however, August inevitably lacks the master's own touch. He leans towards textbook correctness: resplendent close-ups, sedate compositions, no fire or surprises. Possibly the curse of the small screen is at work. For *The Best Intentions*, three hours long, and produced by a phalanx of European broadcasters, also exists as a four-part, six-hour television series. Photographically, it deserves the cinema's space: the extra room lets the images bloom and the settings breathe (Anna Asp, the production designer, also worked on *Fanny and Alexander*). But assured characters cry out for more footage, such as the family patriarch played by Max von Sydow, or the anti-clerical Nordenskiöld, who casts a dark shadow over the couple's life in a far-flung paragonage. Young Ingmar himself, incidentally, never appears. By the tale's end, in July 1918, he remains inside his mother's belly.

Though drawn from life, Bergman's script should not be taken as the gospel truth. His mother's name was Karin, not as here, Anna; other details are changed to suit the dramatist. What matters is emotional veracity: Bergman's script and August's actors forcefully convey these tormented lives see-sawing between darkness and light. For its script and performances, if nothing else, *The*



Impressive: Pernilla Ostergren August as Ingmar Bergman's spoiled, headstrong mother, struggling to make a success of her marriage

*Best Intentions* well deserves its Cannes Festival Palme d'Or. Across now to Stalin's Soviet Union for *The Inner Circle* (Odeon Haymarket, 15), an intriguing film from Andrei Konchalovsky that never finally makes the grade. In theory here was the perfect project to wipe the slate clean after Hollywood took like *Tango & Cash*. Konchalovsky returned to his Russian homeland to tell the true story of Stalin's film projectionist during the 1940s, an innocent at large among demons. Everyone did their homework, and the authorities allowed the cameras inside the Kremlin. This was going to be serious stuff.

So it remains, at least when the spotlight stays with Stalin, the gob-smacked projectionist and the sidekicks gathered in the plush screening room, where Uncle Joe views purloined Nazi newsreels and *The Great Waltz*. These scenes shiver with fear, paranoia and the terror of a dictator ruling with an iron whim. But there are limits to the film's success. Tom Hulce (the projectionist) throws himself body and soul into his Russian accent, but the international cast plays havoc with authenticity. The skintight script, too, gives the actors a hard time.

As the projectionist's wife, Lolita Davidovich is forced to veer wildly

between dutiful country girl and KGB toady, while the naivety of Hulce's character gradually becomes tiresome. Elsewhere, Bob Hoskins contributes an amusing vaudeville turn as the KGB head, and Alexandre Zorab's smiling Stalin has an eerie presence. Gripping in parts, exasperating in others: what is the Russian for curate's egg?

Perfection is also lacking in Michael Tolkin's *The Rapture* (MGM Tottenham Court Road, 18), though any film that begins with four-way sex and ends with the Last Trump deserves a hearty handshake for its daring. As in *The Player*, Tolkin is fascinated by California's follies and the American spiritual malaise, but in this earlier film (his directorial debut) his approach is far different. Expect no swirling, joke-filled canvas: this disturbing tale of a disaffected woman who becomes Born Again carries a fable's stark intensity.

"There has to be something more," Mimi Rogers's telephone operator declares. So she joins a fundamentalist cult, complete with boy prophet, and is lured to the desert with her little girl to await God. From that point on, the film lifts off with scenes of jolting power; and Rogers's performance throughout is exemplary.

Tolkin remains the sceptical observer, but is careful never to belittle the fundamentalists' beliefs; while his plain directorial style, whether born

of inexperience or not, keeps emotional manipulation at bay. Too many American movies spoon-feed their audiences; *The Rapture* is food for grown-ups.

At one time, Hollywood's escapists dreams shone with wit and intelligence. Witness *Casablanca* (Empire, 1), back in the cinemas for its 50th anniversary. The revival print does less than justice to Arthur Edson's black-and-white photography, but the script's sardonic humour and the exotic atmosphere at Rick's Café American seem as seductive as ever.

There are flaws: there always were, and time has magnified a few. In wartime, we might approve Bogart's nobility in letting Ingrid Bergman, the light of his life, fly off through the fog with Resistance hero Paul Henreid. Now Henreid appears a cold fish, unworthy of any self-sacrifice. Even Bogart — though this may be heresy — is somewhat dull: a muttering grouch in a white tuxedo.

But so many sparks fly around this triangle. Dooley Wilson tinkles the ivories. Sydney Greenstreet parades his fez; best of all, Claude Rains steals every scene as the elegantly unscrupulous Prefect of Police. Howard Koch, one of the writers, once complained about the script's implausibilities. "Don't worry what's logical," the director Michael Curtiz shouted. "I

make it go so fast, no-one notices." So he does.

Logic takes the back seat again in *The Butcher's Wife* (MGM Tottenham Court Road, 12). Demi Moore is a clairvoyant child of nature from North Carolina. Convinced she has met her Adonis, she marries a vacationing butcher and returns with him to Greenwich Village, spreading chaos through the sanitised neighbourhood. Jeff Daniels, Mary Steenburgen and other good souls skilfully navigate the whimsy; though the dollops of artifice ultimately induce severe toothache. At the helm is Terry Hughes, a British television director now at large in the States.

When a movie begins with a definition from the *Chillicothe Encyclopedia of Arcane Knowledge*, you know your patience is going to be taxed. So it proves with *Sleepwalkers* (Odeon West End, 18). Inept direction by Mick Garris plays a part, but the burden of guilt chiefly rests with Stephen King's absurd script. Sleepwalkers are reptilian creatures in human form who drink the life force of virgins; they can change shape, become invisible, and are terrified of cats. A good fright proves impossible when the monsters are so confused. The forlorn cast includes Brian Krause as the reptile in hunk's clothing, Mädchen Amick as the nubile heroine, and a posse of pussies who would not hurt a mouse.

## TELEVISION REVIEW

### Saved by a pair of class acts

What would Allan Cubitt's *The Countess Alice* (BBC 2 last night) have been like without Wendy Hiller and Zoe Wanamaker? The plot was poorly constructed, the dialogue flat. Yet the play lived and, at times, even shone. Call it necromancy, call it alchemy, call it creative witchcraft, call it God knows what: it was a classic demonstration of the power of expert acting to resuscitate and transform.

Seldom can a piece have opened more misleadingly. A beaming Hitler made an appearance behind the credits, as did Oswald Mosley and assorted bright young things of the 1930s. Then came stills from a charity pageant performed by some society beauties, among them the young Englishwoman who was to become the Countess Holzen-dorf and survive into the 1940s. A reference to the Mitford sisters suggested that the play's subject was to be the Nazi sympathiser and aristocratic fellow-traveller 50 years after the war.

Not a bit of it. Cubitt relied on that familiar figure, the prying journalist with the unscrupulous habits: but the story he turned up was a much more personal one. Wendy Hiller's Alice had married a Prussian count, an army officer she "loved with a passion I found frightening". He had been killed by the advancing Russians. His widow and her daughter, Wanamaker's Connie, had then returned to London and the life of genteel poverty they still shared.

Duncan Bell's slick journal took up plenty of screen time, but contributed nothing im-

portant to the plot. Alice's contemporaries were seen at a funeral, one of them remarking in a tired old joke, surely that it seemed scarcely worth leaving the graveyard at all: but they, too, played no significant part in the story. What really mattered was Connie's return to the family estate in the former East Germany and her discovery of her own tombstone. Alice von Holzen-dorf was not her true mother, or so she unwillingly revealed to her daughter towards the end of the last reel.

The Prussian trip took too long arriving, and the row and reconciliation that followed it could have been more searchingly treated. Yet both held the attention as nothing else in Moira Armstrong's production. Dame Wendy may be nearly 80, but her concentration is undimmed. Certainly, few actresses of any age can express emotion with such quiet intelligence and unaltered dignity. Yet it was just as much Wanamaker's evening. Is there a more understated actress in the British theatre? Perhaps that sad-down face of hers — its mouth instinctively fixed in a sort of damaged smile — discourages directors from casting her in the major parts she has surely earned the right to play. If so, we should all be protesting, for her ability to suggest vulnerability, loss and grief are without compare. This role did not hugely stretch her, but there were still moments when she might almost have been Eve just after the exit from Eden: hurt, bewildered, betrayed.

BENEDICT NIGHTINGALE

## YORK EARLY MUSIC FESTIVAL

### Italy reclaims its renaissance glories

Until recently the revival of medieval and renaissance music has been driven largely by English speaking musicians. France and Italy, where most of the best music was composed, have been slow in producing performers of stature, but this is changing.

There are now several superb French exponents of the early chanson literature: and Italy has begun to follow suit. Ten days ago I was lucky enough to hear in Florence the ensemble Sine Nomine, who are well set to change our view of the glorious Trecento songs.

And it is easy to predict as much for the madrigal singing of Fosco Cordi, who presented two concerts at this year's shortened York Early Music Festival. One obvious virtue is their heightened awareness of the precise musical weight of every word — a matter of prime importance for the madrigals of Monteverdi and Monteverdi in their second concert. But they also have a wonderful ensemble and balance. A splendidly expressive approach to tempo was matched by velvety chording.

Most impressive was the way they could modify colour, particularly in those short, quicksilver madrigals of Monteverdi, brought out with stunning clarity. Some of the credit

must go to the lower voices, particularly the tenor Roberto Spremulli and the magically clean bass of Sergio Foresti. When an ensemble is led from below in this way, colours can emerge as never before. Despite her recent stage presence, the director, Rosalia dell'Acqua, has a madrigal group of powerful quality.

After which the concert by the New London Consort was a disappointment — partly because of the music chosen. The early 16th-century Italian frottole repertory needs programming with care: much of it is very thin and simple; and the pieces can seem over-long. But instead of fleshing out the programme with more substantial music of the same date, they added a set of dances from almost half a century later — fascinating pieces, but in this context just accentuating the lack of purely musical nutrition.

It was presented with skill and verve, as we expect from Philip Pickett's concerts. Catherine Bott often sang stunningly; Paolo Bezzi took a fine string ensemble with his imaginative playing; and Tom Finucane did add musical substance in some early lute pieces, beguilingly played. But the formula was wrong.

DAVID FALLOWS

## ARTS BRIEF

### Pru picks winners

FIVE arts organisations are each £25,000 richer as a result of winning this year's Prudential Awards for the Arts. They are Dance Umbrella, Opera North, the Independent Contemporary Music Festival, the Field Day Theatre Company from Londonderry and the Chisenhall Gallery in London. One of those organisations will receive a further £75,000 when the overall winner is announced on November 15.

Also announced are the five nominees for the Arts Council Award (a £5,000 prize, also sponsored by Prudential), presented to an individual who has shown innovation over the last five years. The nominees are: Lloyd Newson (dance), Sir Charles Mackerras (opera), Simon Rattle (music), Cicely Berry (theatre) and David

Sylvester (visual arts). The individual award will also be announced on November 15.

### Wigmore back

NOVEMBER 12 has been fixed as the date when the Wigmore Hall will reopen after its 18-month refurbishment. A gala reopening concert will have a Shakespeare theme, and include Vaughan Williams's *Serenade to Music* with 16 solo singers. The 91-year-old Wigmore has been given a new restaurant and enlarged foyer and backstage areas.

### Last chance

JAZZED-UP Rossini arias and overtures occupied the opening set of Mike Westbrook's season at Ronnie Scott's Club, London, W1 (071-439 0747), continuing Westbrook's reputation for tackling off-beat subjects. With a band including the underrated alto saxophonist Alan Barnes, Westbrook ends his residency on Saturday.

## Dream and nightmare meet

Heather Neill talks to Robert Lepage and Michael Levine about *A Midsummer Night's Dream* at the National



Being outsiders is an advantage: Lepage and Levine

The notice on a rehearsal room door at the National Theatre reads "All aboard the SS Mudlark". Inside, bearded actors, deep in *A Midsummer Night's Dream*, splash through a black lake, its contents the consistency of single cream. Sally Dexter speaks Titania's lines to Bottom while hanging upside down by her feet from a bed frame. Is this design gone mad? What happened to the midsummer idyll? Could this be an elaborate homage to Peter Brook, whose 1970 production of *The Dream* used circus imagery, acrobatics and spinning plates?

The designer in question is Michael Levine. He has been working closely with the director Robert Lepage on a new production of *The Dream* since September. To begin with, ideas for the set were elaborate, full of the technical wizardry audiences associate with Lepage from productions such as *The Dragon's Trilogy*, *Tectonic Plates* and his most recent, one-man show at the Cottesloe, *Needles and Opium*.

Lepage is French Canadian and, in his mid-thirties, director of the French Theatre in the National Arts Centre in Ottawa. Levine, also Canadian, has spent ten years in Britain and has designed opera and theatre in Europe and Canada, including *Tectonic Plates* in 1990. They find being outsiders an advantage, since they are not burdened with the cultural baggage that can attach to Shakespeare in England. Their method of working is fluid and open to suggestion — which is how the mud bath came about.

Late last year, with *The Dream* in mind, Lepage held a week-long open workshop in the National's studio on the theme of forests. The elaborate plans were immediately jettisoned. Levine: "What the actors were doing was more interesting than my designs. When things go wrong in woods and forests there is usually water involved. Rain. Discomfort." A nightmare, then? "There is something of that." The participating actors

kept returning to the watery theme in their own contributions and, at the end of the week, everyone was astonished to find that the text of *The Dream* is full of references to flood and tempest.

But let nobody imagine that the muddy lake has a purely naturalistic purpose, or that *The Dream* is an unmitigated Nightmare. "We have balanced nightmare and nice dreams," says Lepage. "The summer fantasy is fine, but there are deeper, darker areas. The darkness is the darkness of adolescent sexuality. It is the most wonderful and, at the same time, the most scary moment of your life." The ghosts of Freud and Jung stalk Lepage's magic world. The forest represents a slippery environment: full of traps. The

play is full of mirrors, doubling, coupling, seeing images and reflections. Designer and director relish the combination of the physical with the intellectual. The mud is, for Levine, "a purely sensual idea". But it is also a metaphor: the characters, getting dirtier by the minute, become embroiled in the complications of the plot and, literally, wallow in experience.

For Lepage, the play is a pattern of many people's dreams. "It is a play within a play; a dream within a dream within a dream. When a character wakes up under the influence of the magic potion, that is another dream stage." Lepage and Levine are both struck by the notion of hierarchies in the play: the court, the

Levine, too, listens to actors, adapting costumes to fit in with the requirements of their movements and character. There is a hint of classical Greece in the designs but also of the East. "We looked at people still wearing drapery. This provides a direct line to the present." For him, the court represents a denial of sexuality, while the fairies embrace it.

Director and designer are both braced for the Brook comparison. Levine: "It was a different time. He is a legend. It is inevitable that people will compare this production with his — or just with an idea of an idea." Lepage adds, not for the first time: "It's a nice compliment, but difficult to live up to. Everybody learned from Brook."

● *A Midsummer Night's Dream* is in preview from tomorrow at the Olivier Theatre (071-428 2351).

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# Harbouring antique dreams



A million visitors are expected at "Brest 92", a festival of old-fashioned and historic sailing vessels, Rob van Mesdag reports

On July 7, 24 "old gaffers" — sailing boats so named because of their old-fashioned rigs — will be setting off from Falmouth to race to Brest, in Brittany, for the world's largest and most spectacular rally in the world of historic sailing, rowing and motor boats and everything connected therewith, from boat building to boat racing, from tying knots to singing shanties. In preserving their maritime heritage, the French now leave the rest of the world in their wake.

A team of 20 executives is co-ordinating the work of hundreds of helpers preparing to accommodate, in the city's historic Penfold docks, a fleet of 2,500 antique sailing vessels from all over the world and a wooden boat show with 400 exhibitors. 80 of whom are British. There will be displays of replica ships still under construction, five stages from which 2,500 musicians will give 300 concerts, races and sailing demonstrations in Brest harbour and scores of quayside restaurants where vast quantities of grilled fish will be washed down with gallons of Muscadet.

On July 15 those still capable will race to Douarnenez, 30 miles further south, where until the 18th the new inland harbour of historic boats belonging to the Musée du Bateau, a former sardine factory, will be inaugurated. The "Brest 92" festival will attract about a million visitors.

Twenty years ago France had no "old gaffers" to speak of. The occasional student or impetuous yachtsman might have acquired and patched up an old fishing boat such as a "muisinier" or "sardiner" (sardine fisherman) carrying two. But around 1970 the "old gaffers" case was strengthened by *Bateaux des côtes de France*, a book by François Beaudoin, and some years later appeared the three-volume work *AR VAG*, describing the history, design and construction of every fishing and cargo boat that used to be known around the coast of Brittany. Both became bibles to ship preservationists.

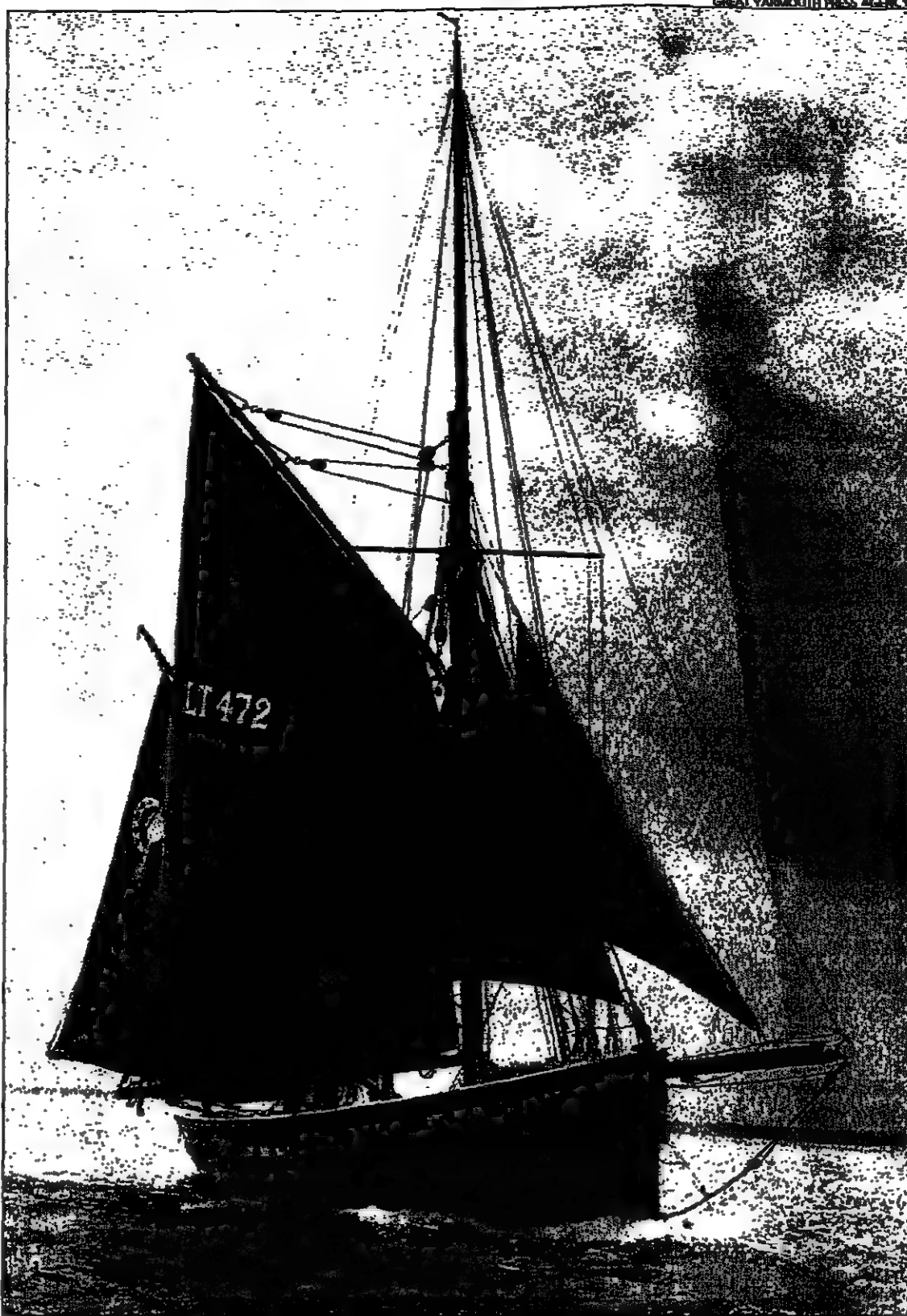
But it was not until 1981 that a new magazine called *Chasse-Marée* began raising awareness of France's maritime heritage on a major scale.

Through articles on subjects as varied as the history of individual types of fishing craft, the songs women sang while cleaning fish, the transport of timber from France's woods to shipyards on the coast, or catching sea gulls on board trawlers off Newfoundland, its founder editors Bernard and Michele Cadoret struck a sensitive chord. Gradually associations were organised to save rotting wrecks. France's Ministry of Culture became involved financially, and boatyards began thinking "wood" again. The magazine took its name from the faster boats in a fishing fleet, which, loaded with fish taken on board from colleagues far out at sea, would "chase" the "marée" — the tide — in order to reach the market as fast as possible.

Now, only ten years later, the Cadorets have a staff of 30 dealing with such concomitant activities as book, music, poster and video publishing, boat festival organisation, and a consultancy on anything to do with maritime heritage. They are esteemed throughout the antique boating world and their example has inspired other comparable publications such as, in this country, *Classic Boat*, *The Boatman* and *The Yachtsman*.

When the magazine organised a campaign, "Bateaux des Côtes de France", involving every coastal town or village to restore or build a replica of its once profuse, now extinct local craft, 130 local groups from all along France's coastline took up the challenge, and 80 of the resulting vessels will be present at the festival. For instance there will be Le Renard, a 60-foot privateer from St Malo, recalling that city's predominance in North American waters against our country in the early 1800s. And there will be fishing craft from well-known places such as Quimper, La Rochelle, Camarat, Nantes, Fécamp, Mar-selles. One of the highlights at "Brest 92" will be the launch of the magnificent 95-foot fighting schooner "La Reconquête" built by the people of Brest after the original ship of that name dating from 1817.

Chasse Marée have appointed Charles Payton as their representative in this country. Apart from the Falmouth fleet soon under way, and the 80 exhibitors at the show, some 700 other British boats will be making their way across. In addition



The trawler Excelsior (above) is one of the British entries; boys in France (above left) sing sea shanties

to carrying on with his profession — he is a probate genealogist — Mr Payton has had to contact every heritage organisation in this country. The owner of a Thames launch "polished like a mahogany dining table" — he had little difficulty in persuading his own Thames Vintage Boat Club. But encouraging others proved difficult because of the expense.

Fortunately, Brittany Ferries came to the rescue in the shape of "substantially reduced fares". As a result, the British will be numerous at Brest. Entries include The Thames Wherry Trust, organisers of The Great River Race (on the Thames this

autumn), the Association of Dunkirk Little Ships, the Thames Traditional Boat Society, the Thames Barge Sailing Club, the Historic Dockyard Chatham, the Yachting World Day Boat Association and trawlers such as Providence and Excelsior and Thames barges such as Ironside, Cabby and Lady Daphne. The latter will be carrying Robin Knox-Johnston. Even HM Customs will be there.

Of course, other countries will have equally impressive participation. The Dutch are arriving in a huge coaster with some of their country's characteristic shallow-bottomed "boaters" on board. From Scandinavia will

come Viking ships and the Americans hope to sail over two real J class racing yachts.

To help get "Brest 92" under way there will be a buffet for every yachtsman, crew member, exhibitor or helper. This will be on July 10 from 6pm. Twelve thousand people are expected and it is all free.

● "Brest 92": (010 33 98 00 92 92). The festival coincides with July 14, France's National Day, when roads and hotels are crowded. Car drivers can get buses from designated car parks, while rail passengers can walk from the station. Hotels are booked up but B&Bs are available. Bookings can be made via the Syndicat d'Initiative (010 33 98 44 24 96).

## Could you live in it?

FRANCE  
AT HOME

The word "habitable" is spelled the same in French as it is in English and it means the same, too: not much. The Concise Oxford offers "that can be inhabited", which is of limited comfort, although hiring an estate agent over the head with the dictionary may have some therapeutic value.

My experience of agents operating in France has been that when they say habitable they generally mean it. Sometimes they mean you can live in it, but they would not. There are those who use the word as a counterpoint to the phrase *maison à rénover*. They seem to feel that if a house does not need restoration, they should call it habitable.

So beware of travelling to France to look at houses described as habitable. Before you go, ring the agent and ask some questions. Does it have mains electricity? How old is the roof? (Asking if the roof leaks can be like asking a car dealer how often his cars break down.) Is there mains drainage and, if not, is the soakaway working? Do all the rooms have concrete floors? What exactly does the agent mean by "kitchen with hot and cold water"?

Some of these questions may seem odd to British people, but in the UK market we are generally buying first homes that have been surveyed regularly over the years.

In Brittany or the Lot et Garonne you may be looking at houses that have been in the same family for 200 years. They may well have been built with walls of mud and straw — mine in the southern Dordogne was — and although this method has remarkable longevity, walls that have not been rendered can look pretty horrendous as well as disarmingly attractive. There may be more to worry about when you poke about with a screwdriver. The question of water supplies and sanitation is perhaps the most vexed because it can involve considerable expense.

Many rural houses get their water from underground wells. This does not mean you have to go out with a bucket to do the washing-up. Fortunately, the wells feed into pipes in the normal way and water supplies from a well can seem terribly quaint. However, several years of drought, there as here, have meant that wells are a risky source. Assume that you will need to get connected to the mains.

Remember, too, that the little old French lady from

whom you are buying lived alone. You are proposing, several times a year and perhaps permanently if you are retiring to France, to put the demands of a family accustomed to advanced sanitation on the soakaway or septic tank. Is the tank big enough? If the house is low lying, is water leaching into the tank, which means you will be paying FF5000 to have it pumped out all too often.

That is a clue to why French law is often not much help on the question of habitability. That little old lady found the house perfectly habitable, with its well water, small septic tank and single sink in the kitchen. No doubt its ancient light switches suited her, using one or two rooms at a time. A family, however, should have those switches checked, and the introduction of washing machines and other devices suggests you may need a ring main.

If all this sounds depressing, there is a brighter side. Even a badly leaking roof may be much less of a problem than it would be in Britain. In many parts of the south and west the



French use overlapping tiles that are not fixed. The Périgord roof is the best example. Often a few leaks just mean the slates have slipped and/or they are covered in moss, which retains water and forces it downwards. Looking at the roof through a pair of binoculars, for example, will give a rough guide, but remember it is the underneath that counts. It is the most important. A day's work on the roof could make it waterproof.

Connecting to mains water is not expensive but make sure there is a main in the village. Replacing all the electricity cables can be expensive, but we needed only new power points and a couple of cables. With electricity the most important thing to do is to get an electrician to check that the supply will meet your needs.

So a definition of habitable? Make sure it means whatever you need it to mean. But be realistic: the price attraction of rural France means it should not be approached using the standards that apply in the Surrey commuter belt.

PETER BARNARD  
● Next week: the cost of renovation

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Idyllic setting: the beautiful Chaufour in Périgord

## Charm with an artistic eye

Overlooking the river Isle, Le Chaufour is a delightful 17th-century family house surrounded by gardens, meadows and grounds running down to the private water's edge. The owner, Georges Dambier — a former fashion photographer for Chanel — and his wife Chantal, are happy to share with their guests the joys of life in the Périgord, their secret fishing spots, the pleasure of forest walks and the delights of southwest France such as regional cuisine, châteaux, famous vineyards and prehistoric grottoes.

One has only to look at this house to see that it has been designed with the eye of a photographer. From the bedroom windows, framed by magnolia trees, there is a superb view over the swimming pool to the river below. The gardens were designed by

Provençal landscape architect. The guest rooms are furnished with antiques and works by artist friends of M Dambier. The hosts will accompany guests to play golf, or for riding nearby. They can offer dinner if asked in advance and guests may find M Dambier telling the tale of his ancestor Guillaume who was forced to flee to Spain in the reign of Louis XV for killing a lord who tried to stop him from hunting.

For Pierre-Emmanuel Vincent, who dreamed up the idea of Gentilhommes de France the now has 42 houses for guests to choose from. Le Chaufour in Périgord is the jewel in the crown. Above all he looks for style, hospitality and a certain ambience that cannot be found even in the best hotels. At Le Chaufour en Périgord, situated between the Dordogne and the Lot

## Shout if you're English



### FIRST IMPRESSIONS

Of the French first impressions I solicited (and received, in floods, thank you) the oldest are the most startling. In the 1920s and 1930s, before the car-ferries and the package tours, upper-class Britons seem to have used France with lordly confidence as a sort of culture-bearing annex and finishing school. Long after the Grand Tour tradition had died down, France was somehow considered vaguely necessary to the production of a rounded gentleman or lady. "My father", records one letter, "thought it essential we should speak French with the governess: there for a month each year, but confined himself to very loud English shouting."

Not everyone accompanied their children. Pat Walker, who was nine in 1924, had been left in "a baby farm" in Britain by her Anglo-Indian parents, but was summarily removed because her mother, on a visit of inspection, objected to her Gloucestershire accent. France was clearly a better cultural bet, so in the care of two maiden ladies who spoke no French she was sent to lodge with a Normandy war widow and warned to keep a candle burning all night because "Rats ate the toes of Simone's little sister".

Also from India, but under rather closer parental care, was the painter Sir John Verney in 1921. He was nine. "We went to look at the trenches, which made a great impact. My mother, who was



Trouble with the au pair: John Julius Cooper

woman, picked up a shell which she brought back on the train to Paris. The Siamese ambassador, my father's friend, came to meet us and was horrified. That thing could go off," he said, and hurried it off a bridge into the Seine". His other impressions, from later holidays, are of "a place you go to draw", and of a 1944 journey with the SAS to pick up an escaping British officer from a Brittany beach. "This chap had been in by parachute and done a bit of stuff. Actually, he was a terrible nuisance, couldn't keep his voice down. There were Germans about and he kept yelling at his batman." Clearly, there is something about France which causes Englishmen to shout.

I turned to John Julius Norwich, son of Lady Diana Cooper, whose childhood was spent in what his daughter once evocatively called "The Pullman generation" — the time between the wars when travel was both fast and stylish.

Lord Norwich spent his seventh birthday in France, although he had been learning *Fables de la Fontaine* since he was four. "My mamma decided to have me to herself for a bit. To Nanny's splitting fury. I think it was the first moment she saw her power waning. I was terribly excited. On the ship you hired an alcove with a curtain across it. I remember on the train to Paris next day, my mother pointing out that the French

Their goal was Aix-les-Bains, where Lady Diana was doing the cure. They rested in the Berkeley hotel, where the boy "gazed out at the Eiffel Tower, which had sort of neon lightning going up and down it in those days, and thought 'I'm in Paris, I'm in Paris'." Then took the *wagons-lits* south from the Gare de Lyon. Here, more shouting occurred: "There was this huge, blond and furious Englishman on the platform tearing a strip off the unfortunate little conductor. I can still hear the words echoing down the platform now: 'Non non non! Je paie Cooks, Cooks paie vous!'"

In Aix the little boy played under the chestnut trees and swam in the Lac du Bourget. Nanny turned out to be quite right about foreign food being unsuitable for little boys. "I didn't go much on all those nasty mixed-up sauces." Also about the perils of foreigners. His days were spent with "An extremely unbalanced French au pair girl, with enormous muscles. She tried to deviginate me on the plage but I wasn't having any of it."

This was in 1936. In 1944 his father became ambassador to Paris. At fifteen, he lived in the British Embassy house, honey-gold in its quiet courtyard and gardens, which Nanny Mildred called "a haven of delight... a palace."

"It was the coldest winter for 50 years," remembers Lord Norwich now. "And nobody had any fuel or heating in Paris except us. So every single night 50 or 60 people came for a cocktail party, just to keep warm and get a drink. Those people were the leading artists and political lights of Paris. I suppose, Jean Cocteau was there, every single night. But boys aren't impressed by all that. I never thought much about it at the time."

LIBBY PURVES









# Slow-down policy planned for fast breeders

The reactors that were thought to represent the future of nuclear power may be phased out. Nigel Hawkes looks at the arguments for keeping the plants in operation

The fast breeder reactor is beginning to look like an endangered species. Last week a confidential study leaked to a French newspaper suggested that the world's only commercial fast breeder, at Creys-Malville, near Lyons, ought to be shut down for safety reasons. Since it opened in 1986, it has operated for only 174 days as a result of sodium coolant leaks.

The Germans have abandoned their fast breeder, while Britain's Dounreay Fast Reactor in Caithness is scheduled for closure in 1994. An offer last year by the chairman of Britain's four nuclear companies — Nuclear Electric, Scottish Nuclear, British Nuclear Fuels and AEA Technology — to keep Dounreay going for another three years has yet to be answered by the government.

The decline of the fast breeder, which for 30 years was thought to represent nuclear power's long-term future, is the starkest evidence of the crisis of confidence the industry faces. John Collier, the chairman of Nuclear Electric, believes the policy of phasing out fast breeders is mistaken. Not only do they still represent the best long-term prospect for nuclear generation, he says, but they can also be useful in the medium term for burning the plutonium that will be liberated from nuclear warheads as the cold war winds down.

Fast breeders — so-called because they use fast neutrons and breed more nuclear fuel than they consume — make much better use of the world's uranium supply. A typical reactor of the present

generation, such as the pressurised water reactor being built at Sizewell in Suffolk, uses less than 1 per cent of the natural uranium. The rest is non-fissile uranium-238, which can be used as fuel only if it is first converted into plutonium. This task, the industry has always assumed, would be done in fast breeder reactors, whose cores would be surrounded by a "blanket" of uranium-238, converted by the bombardment of neutrons into usable plutonium. In this way, 50 times more energy could be extracted from the same amount of uranium.

Fast breeders are difficult to design, requiring liquid sodium to keep their tiny cores cool. Sodium leaks from the cooling system have proved the Achilles' heel of Superphénix, preventing it from operating for more than short periods since it was completed in 1986, at a cost of \$5 billion (£2.63 billion). The first leak was sprung within less than a year. With some difficulty it was repaired, but in July 1990 a second leak closed the plant again. The repair of this leak is now nearly complete, and a government committee is examining safety issues before clearing the reactor to begin operation again.

This programme appears to have been thrown into disarray by the leaking in the daily newspaper *Libération* of a memo from Michel Laverie, the head of the security directorate for nuclear installations, to the industry and environment ministers. M Laverie is reported to have concluded that Superphénix has "weaknesses and



Too leaky to handle? France's fast breeder is recommended by a safety chief for closure

uncertainties that do not permit proposing to make it operational again". The memo said it would be impossible to operate the reactor "in conformity with strict safety rules" and that any operations should be limited to two years. The directorate's spokesman confirmed that the memo was genuine but said it was confidential.

At the very least, M Laverie's opinion will make a decision to reopen the reactor controversial. Greenpeace, the environmental group, demanded that M Laverie's report be made public and denounced what it said were pressures to bend

safety rules for Superphénix. The French government had hoped to get around environmental objections by portraying Superphénix as an environment-friendly incinerator of unwanted weapons-grade plutonium and other long-lived nuclear isotopes. In May, Dominique Strauss-Kahn, the industry minister, one of those to whom M Laverie's report was addressed, had given conditional backing to the plan.

The idea is to increase the proportion of plutonium in the fuel burned in Superphénix, and remove the breeding blanket, so that the reactor

produces no more. Later, the blanket would be replaced by canisters containing long-lived nuclear isotopes such as neptunium, which would be converted into shorter-lived wastes. The government hopes this process would ease environmental anxieties about the safe disposal of long-lived wastes.

Some scientists see the idea as a gimmick to solve a non-problem. Similar experiments were tried in Britain in the 1970s and dismissed on economic and safety grounds. In any case, there seems little point in designing an expensive reactor to breed fuel and then removing its breeding capability.

Mr Collier suggests that fast breeders might better be used to consume plutonium, of which there will be a glut as weapons are dismantled. "Already 40 tons of plutonium are stored at Sellafield, which we cannot burn in conventional reactors," he says. "If I could burn it at Sizewell, it would be enough to last for 100 years. Fast breeders are the only way. It is the ultimate sword-into-ploughshares argument."

The plan depends, however, on fast breeders being around to do the job, which seems less and less likely. Mr Collier is still hoping that the nuclear chairman's offer to take over Dounreay will keep the reactor alive for three years after 1994, an extension made possible by the donation of fast reactor fuel from the Germans, who several years ago decided against completing their own breeder.

One advantage of the offer, he says, is that it will delay having to spend money decommissioning Dounreay. Dounreay has a capacity of 250 megawatts and, unlike Superphénix, has been reliable, so keeping it open would also provide electricity, although not at an economic price compared with local hydro stations.

Scientists now fear that the blue devices that kill insects could throw fragments into food and allergenic particles into the air

## I say, there's a zapped bug in my soup

Electronic fly killers, commonly known as bug zappers or bug buzzers, may be causing more ill health than the creatures they are intended to remove. Scientists studying the devices, which lure insects inside with ultra-violet light and electrocute them on a charged metal grid, claim they explode flies and moths so that fragments of dismembered insects scatter on to surfaces below.

The machines are becoming increasingly popular in restaurants and places where food is prepared or processed, so jokes about flies in soup may have to be refined.

Some scientists are worried less about the fragments of insect than about what is claimed to be a sharp rise in microscopic insect particles of 0.3 to 10 micrometers also generated by the devices. Other research indicates these are potent allergens capable of triggering respiratory problems.

Dr Alberto Broce, an insect scientist at Kansas State University, who has been studying the machines, says: "I am an entomologist. I do not think the leg of a fly or moth in a salad is going to kill you. Heck, that is protein, and there are many people all over the world that eat insects."

"But my research has looked at the tiny particles that are known to be allergenic. They can remain in the air for up to three days."

Dr Broce has also carried out x-ray analysis of the particles. This

indicated that many were contaminated with traces of zinc, iron, aluminium and other metals. "We suspect that some particles contain metals that have come from the electronic grids. I will leave it to somebody else to decide what this means healthwise," Dr Broce says.

Unlike the UK authorities, the US Food and Drug Administration has implemented laws regulating the use and siting of such machines in sensitive, food-related areas. Electrocutors must be sited up to 5ft away from such areas. An alternative machine made by S.C. Johnson is exempt from these rules, the company claims.

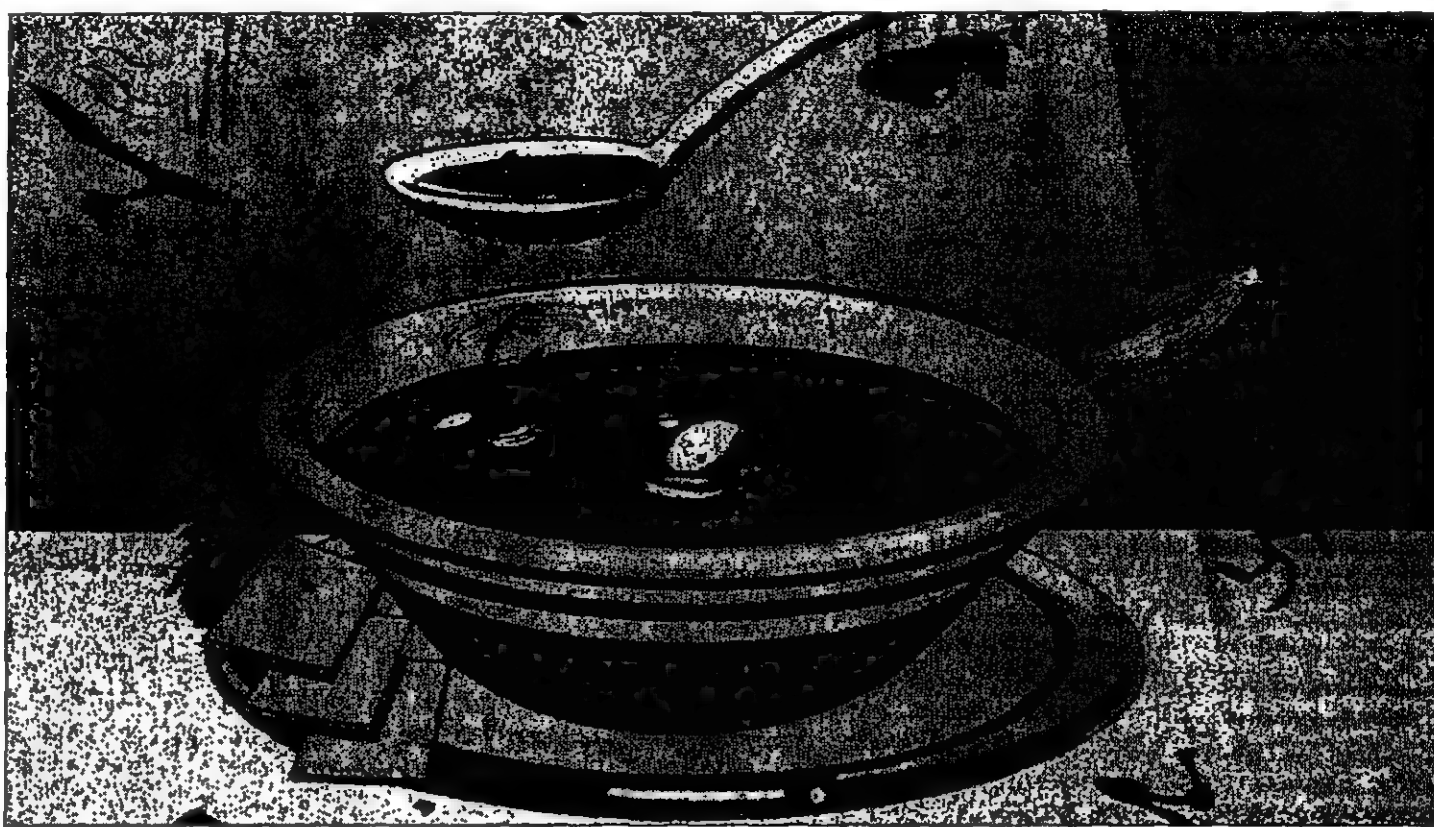
This machine attracts and collects dead flies and moths in the same way. However, instead of electrocuting them, it generates a pulsed radio wave, which, the company claims, scrambles a fly or moth's nervous system, causing the insect to fly downwards on to the sticky paper.

Research carried out at the manufacturer's laboratories in Racine, Wisconsin, indicates that rival machines produce 10 to 500 times more particles than Johnson's.

The company claims that its machine generates no more insect particles than would naturally be produced by insects flying in a room or around a light bulb.

The research is to be published in the *International Journal of Environmental Health Research* later this year.

Dr Michael Jackson, the head of



Beating the bug: above, one manufacturer's comment on how bits of insects can end up in food from a fly-zapper shown, below, in action

the environmental health division at Strathclyde University in Glasgow, and one of the editors, says he and his fellow scientists realised that they may have been seen to be promoting the Johnson product.

He says, however, that, in common with any scientific journal, the company's paper had been refereed by independent researchers before being approved for publication.

Johnson's claims have angered British makers and suppliers of conventional electrocutors, who argue that the company's evidence is riddled with commercial bias. They deny that the Johnson machine is exempt from US Food and Drug Administration rules.

Peter Bateman, of Rentokil, in

East Grinstead, West Sussex, says: "In 25 years' experience as a leading provider of electronic fly killers, we have never encountered any evidence of fly disintegration such that they contaminate the environment. On the contrary, they tend to become stuck to the bars of the grid. The devices stun rather than explode the flies."

Martin Pill, of the Institution of Environmental Health Officers in London, says he is aware that concerns have been raised over the devices. "What we need is some independent research," he says.

Dr Jackson says he intends to carry out such research soon.

NICK NUTTALL



## All pumped up

A 68-year-old American has five clogged arteries but he has refused to undergo surgery. At almost any clinic in the world his prognosis would be grim. He could expect to live the rest of his life with the debilitating pain and fatigue resulting from his heart's constant struggle to maintain blood circulation.

But under the supervision of Professor John Hui of the Health Sciences Center at the State University of New York (SUNY) at Stony Brook, this patient is back at work and almost free of symptoms.

The extraordinary improvement in the man's condition is due to enhanced external counterpulsation (EEC), a new non-invasive

A new non-invasive therapy could reduce the need for heart surgery

therapy pioneered by medical researchers at SUNY.

If its early promise is confirmed, this treatment will offer a new lease of life to thousands of victims of chronic heart disease — especially those for whom age or poor health means that major surgery is too dangerous. The first clinical trials of EEC have proved such a success that the technique is being her-

alded as a revolutionary breakthrough in cardiology.

Over a period of two years, 18 patients with chronic chest pain were treated with EEC at SUNY. All 18 had either failed to benefit from conventional treatment or were unable to risk it, yet two-thirds lost their chest pain completely and the other third enjoyed some improvement in their condition.

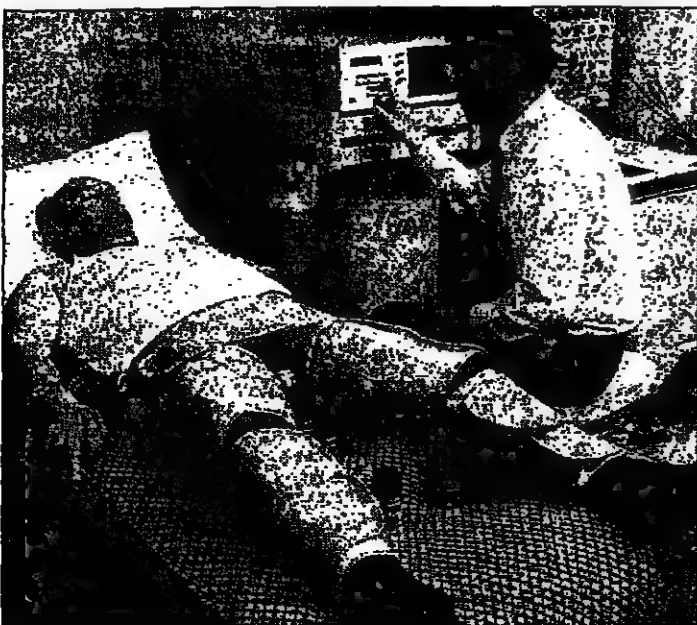
With EEC, inflatable belts are strapped around the patient's calves, thighs and buttocks for one hour each day over a period of seven weeks. While the patient rests on a specially constructed bed, which houses the air pumps, the belts inflate and relax rhythmically in step with the patient's heartbeat. The effect is to squeeze blood painlessly from the patient's legs and hips into his chest between heart contractions.

Blood pressure sensors show what a dramatic improvement in circulation is possible. Without EEC treatment, a typical patient's trace reveals a high systolic pressure followed by a negligible diastolic pressure. This demonstrates that the heart is having to pump hard to push blood out through diseased arteries and that the return flow, as the heart dilates, is restricted.

During EEC treatment, however, systolic blood pressure is reduced and diastolic pressure, helped by the applied counterpulsation, is significantly increased — demonstrating easier circulation.

A crude version of EEC was developed by US doctors 30 years ago, but was abandoned in favour of more technologically advanced treatment methods. The current work began at SUNY in 1986. After the initial success, larger trials are now being organised.

MICK HURRELL



Under pressure: the non-operative technique for heart disease

## Shades of monotony

Hay meadows cannot survive fertiliser use, at any level, a study shows

have only 29 flowering plants.

"The fertilisers have totally transformed the landscape," Mr Tallowin said. "In the past, wild flowers used to cover 30 per cent of the moor, with grass accounting for only 20 per cent. But in fertilised areas, that pattern is reversed."

The moor is losing its kaleidoscope of colour and is becoming a monotonous shade of green, particularly as one grass species, Yorkshire fog, is spreading over 60 per cent of the fertilised land area.

Stemming the green tide requires more action than just a fertiliser ban. Wild flowers have to be reintroduced to traditional habitats, and the land must be properly managed to ensure its colonisation

by these plants rather than by weeds such as docks and thistle. But most important of all, conservation must be an economically viable option for farmers. Fertilised land can yield about 11 tons of hay per hectare per year and can be made even more competitive by releasing beef cattle to graze on the fertiliser-rich stubble after the hay is cut. Each animal can increase its weight by more than a kilogram a day in this way.

In contrast, only about £150 worth of hay can be harvested per hectare from wild flower meadows. And unless the land is in a designated environmentally sensitive area, where compensation of up to £350 is forthcoming for species protection, landowners find that they cannot afford to conserve the flowers.

Mr Tallowin is convinced that until the situation changes, the future looks bleak for Britain's remaining hay meadows.

IOLA SMITH



The Hay Wain: two centuries on, hay meadows are relatively rare

### UPDATE

## Modified plants

A BRITISH company has announced a method for producing animal vaccines in plants. The Agricultural Genetics Company, based in Cambridge Science Park, developed the technique in conjunction with Professor Jack Johnson, of Purdue University, Indiana, and Dr George Lomonosoff, of the John Innes Institute, Norwich.

Using genetic engineering techniques, the scientists have been able to modify the cowpea mosaic virus so that it contains the parts of animal viruses that are recognised by the immune system. These hybrid viruses can be grown in cowpea plants and harvested from the plants after just 14 days.

The first vaccine to be produced is one against foot and mouth disease. A single cowpea leaf, the company estimates, would be sufficient to produce enough hybrid virus for 200 doses of vaccine.

### Ozone figures

THE Japanese Environment Agency has reported that the depletion of the Earth's ozone layer over the South Pole was the largest ever last year. Tetsushi Sato, of the agency, said the report was based on data obtained from scientists at Antarctic observation bases of Japan, Britain, New Zealand and the United States. The report said the ozone hole over the South Pole — an area with subnormal amounts of ozone — was estimated at 6.76 million square miles at its largest last year, an increase by a factor of 13 in the past decade.

### Spy talks

FRANCE, Spain and Italy have opened talks on launching a second spy satellite to join the Helios reconnaissance satellite they will launch in 1994, the Paris newspaper *Le Monde* has reported.

### Wine culture

RESEARCHERS in Denmark believe that they have discovered a way to control malolactic fermentation in wine, the process that makes the difference between a palatable wine and a good one. Working with colleagues in France, Italy and Portugal, they have produced strains of lactic acid bacteria that can be injected directly into wine.

At present, many wine-makers simply cross their fingers and hope that natural populations of bacteria will grow in sufficient numbers to complete the process naturally. There are commercial cultures available but they are ineffective and time-consuming. The European team, working on an EC-funded programme, hopes it will have perfected the strains by March next year.

### Open door

A DOOR that links St John's and Trinity Colleges in Cambridge will be opened tomorrow for the first time since the second world war. It is part of a joint celebration to mark the inauguration of the Isaac Newton Institute for Mathematical Sciences. Guests will go from a reception at St John's through the door to dine at Trinity. The two colleges have collaborated in founding the institute, which aims to bring together scientists and mathematicians from all over the world to collaborate on current problems in mathematics.

### Bagged water

ALASKA wants to export water to southern California in giant nylon bags towed by ships down the Pacific coast. Alaska has plenty of water and wants to profit by putting it in bags 1,000ft long by 250ft wide and capable of storing 72 million gallons. Seagulls say the plan may not work, with rough seas and floating timber posing a threat to the bags. The Davidge, the state's water chief, is unconcerned, with 40 per cent of the nation's fresh water, Alaska has plenty to spare.



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Please contact Sandra Thomas or Peter Kelly today between 5.00pm & 7.00pm on (0494) 463233, or weekdays during normal working hours, or write with a full CV indicating current salary details, quoting ref. ST28692M to: Wardswill Marketing Selection, Cliveden Office Village, Lancaster Road, High Wycombe, Bucks HP12 3YZ.

**Marketing Manager-3rd Party Programmes**

Reporting to the head of training your brief will be to lead a team of programme managers to plan, implement and manage the marketing programmes designed to provide users of Microsoft products with excellent training via 3rd party organisations.

Ideally with four years marketing management experience and some exposure to training or related services marketed through 3rd parties.

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You will develop specific marketing programmes to establish authorised dealers and training companies to provide users of Microsoft products with excellent training courses. You will also set up the testing mechanisms to ensure training establishments meet the required standard before becoming authorised.

Ideally you will have had experience of training in a technical environment and have at least two years relevant marketing experiences.

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Your mission is to lead a dedicated team of trainers to provide the best quality training, by both developing the course content to meet the needs of a rapidly changing market, and by developing your staff to deliver more effective programmes.

Ideally with four years relevant experience (2 years training) and a good knowledge of Microsoft products, you must have leadership skills and the ability to learn, and then teach, technical and business skills.

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In such a rapidly changing market, your role will be to train Microsoft sales staff on new products and the benefits of these products to our customers. With our portfolio of products continually expanding you will have a keen interest in computers and a natural enthusiasm for imparting such information.

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■ High calibre graduate, probably mid 30's to early 40's, with blend of consumer and business to business marketing experience gained in a service environment.

■ Proven success in developing innovative marketing strategies in response to changing social, economic and regulatory conditions. Strong customer and market orientation.

■ Stature and presence to lead a broad multi-disciplined team. Excellent communication skills, able to influence across the organisation and contribute at the most senior level.

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London 071-973 0889  
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**THE QUALIFICATIONS**

■ Graduate calibre, mid 30's to early 40's, professional training with blue chip company. IT or similar capital equipment/specialist sales experience preferred.

■ Successful track record in the leadership and development of sizeable sales forces with strong business planning and forecasting skills.

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studies, you should be experienced in planning and developing large telecommunications networks including fibre optic, microwave and intelligent multiplex systems. A knowledge of emerging public telephone and data technologies would also be an advantage.

Enthusiastic and self-motivated, with strong interpersonal skills, you have the ability to communicate effectively at all levels within the organisation and to support major business development initiatives.

An extremely attractive salary and bonus scheme are offered and benefits include relocation assistance where appropriate.

To apply, please send your detailed cv, indicating current salary, in confidence, to Sue Knight, Ref: 5612/SK/ST, PA Consulting Group, Hobart House, 80 Hanover Street, Edinburgh EH2 1EL. Alternatively, telephone her secretary for an application form on 031-225 4481.

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The successful candidate must therefore have excellent interpersonal and presentation skills, backed up by a high degree of analytical and mathematical ability.

The strategist would be part of a strong strategy group in London and also work closely with colleagues in the company's New York head office.

A good first degree with a high mathematical content is essential, and a higher degree, or relevant experience in analysing and presenting commodity or foreign exchange products would be an advantage. 'C' programming skills would also be of interest.

A very attractive remuneration package designed to attract high level candidates is offered and the successful candidate will have excellent career prospects.

In the first instance, interested individuals should submit a full curriculum vitae to Karen Gay at Michael Page, Page House, 39-41 Parker Street, London WC2B 5LH. Tel: 071 831 2000. Fax: 071 831 6293. All applications will be treated in the strictest confidence.

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The key task of the successful candidate in this influential role will be to work with senior corporate and business unit management to support the strategic development of the company at all levels.

The successful candidate is likely to be 27-35 with a minimum of three years background in strategic development either in a multi-national group or consultancy environment. Success in this role will depend on the ability to apply practical strategic planning techniques to solve complex problems and the personal confidence, presence and tact necessary to work with business people at a very senior level. An MBA and another European language would be an advantage.

To apply, please send a detailed CV to Ian Tomlinson, Douglas Lambias Associates, 410 Strand, London WC2R 0NS, quoting reference ST28692/A.

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Candidates should be of graduate calibre, aged between 25-30 with strong communication and negotiation skills and should ideally possess a minimum of 3 years experience in sales, preferably gained in the media environment.

The position in the Far East demands fluency in Japanese and English. All other positions require fluency in German and at least two other European languages.

Please apply, sending a comprehensive C.V. to:

Leona Scott,  
Director of Human Resources and Administration,  
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20-23 Mandela Street, London NW1 0DU.

## Technical Director

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North West

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Please apply in writing, quoting ref 048, to the Recruitment Manager, Airwork Limited, FREEPOST, Christchurch, Dorset BH23 6EB or telephone (0202) 572271 ext 2294 for an application form.



Our European expansion began with France two weeks ago and will continue with launches in Germany, Italy, Spain and the Nordic regions. To establish and drive the business throughout Europe we now need several high calibre Business Development Managers and Marketeers.

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## European Business Development Managers

Substantial negotiable salary  
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Positions are UK based with some opportunity for European travel. Ref: MP/1



To apply please contact our advising consultant Martyn Thornton at:  
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## Managing Director

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The position offers a competitive salary plus good bonus potential and a range of benefits including an executive car.

Please write to the company's adviser: Christopher Canaghan, 13 West Farm Avenue, Ashford, Surrey KT21 2LD.



## Commercial Director

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The Commercial Director will be a member of the top management team with a brief to develop the Centre's business strategy to generate commercial income and increase visitor numbers with a staff of twelve people.

Candidates should be aged 38 to 50 and be able to demonstrate a successful sales and marketing background, ideally in the conference, exhibition or leisure sector. This will include hands on experience of leading a sales and marketing team, and managing a budget. A lively interest in the arts would be a definite advantage.

A competitive salary will be offered to reflect the importance of the role.

Applicants are invited to send a detailed CV to: Personnel Manager, Barbican Centre, Silk Street, London EC2Y 8DS, by 10 July 1992.

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Please send a detailed CV, including contact telephone numbers, to our consultant, Nigel Rugman at Rugman & Partners Limited, 23 St James's Square, London SW1Y 4JH. Tel: 071 930 3822, Fax: 071 925 2091

## CHIEF EXECUTIVE Somerset

£40k + Car + Bonus + Benefits

The Somerset Training & Enterprise Council (TEC) has a pivotal role to play in the economic development of the County of Somerset. The TEC is seeking an exceptional person, probably from the business sector, to succeed the present Chief Executive who is retiring.

The ideal candidate will be a persuasive and diplomatic communicator able to operate at a wide range of levels in industry, commerce, education, the public sector, and the professions. A background in general management at Board level is necessary, with a degree level ability, and with significant experience ideally in more than one market sector. Knowledge of the education and training environment and of current management theory and practice is essential, a professional qualification would be an advantage. Analytical skills and experience of controlling a sizeable budget are very important. It is necessary to have a personal commitment to excellence in education, training and enterprise development.

This exciting high profile role will provide excellent opportunities, for personal growth, to make a significant contribution to the economy of Somerset and to lead the senior management team of this thriving and innovative TEC.

Please apply in writing with a full C.V. to:-

M.E. Flanagan, Managing Director  
Shannon Consulting Group, 3 Maer Road, Exmouth EX8 2DA



SOMERSET



SHANNON



071-481 4481

## EXECUTIVE OPPORTUNITIES

FAX 071-782 7826

## Business Development Manager International Business Travel

*An unusual opportunity with general management potential*

### London

This fast-growing, international group is an acknowledged market leader in the corporate billing and information services sector. Its continuing success is founded on a highly innovative approach to developing premium quality database products, responsive and flexible service to its clients and, most significantly, the high calibre of its management team.

Following a recent strategic review, the group has decided to launch a new product with major growth potential, which will break entirely new ground in the business travel sector.

The Business Development Manager's brief will be to develop the new product in detail, ensure optimum market positioning and launch it to the group's extensive client base. A key responsibility will be to leverage the group's substantial purchasing power in negotiating major discount agreements with airlines, hotels and car rental firms. Success in the role will lead

c. £40,000 + Excellent Package  
to general management responsibility for this major venture.

Educated to degree level and probably aged in their early to mid 30s, candidates should have an outstanding track record in the international business travel industry. We will also be looking for exceptional personal attributes, including a keen intellect; first-rate communication skills; resourcefulness; and the vision, energy and commitment to turn concept into reality. Language skills and experience of working overseas would be advantageous.

The remuneration package fully reflects the importance of the role to our client and includes a performance-related bonus scheme, eligibility for share options, executive car, non-contributory pension and private health care.

Interested applicants should write, enclosing a detailed CV, to Roger Howell at the address below, quoting reference number 121.



MANAGEMENT SELECTION

32 OLD BURLINGTON STREET, LONDON W1X 1LB FAX: 071-287 2821. TELEPHONE: 071-287 2820.  
A GKR Group Company

## Property Director Retail

### South East

This fully quoted retail group is a niche market player operating from 100 high street sites throughout Southern England. Following a successful restructuring, the organisation is well placed to achieve profitable growth through product and price flexibility and operating cost efficiency.

A current development programme, including store openings, refurbishments and new retailing concepts, will place increasing demands on the property function. An experienced property professional is required to ensure that this activity is accomplished efficiently and to manage, develop and motivate the property team within the main operating company.

Key responsibilities will be:-

- ensuring that store development, refurbishment and maintenance programmes are delivered on time and within budget;

- negotiating favourable freehold, leasehold and sub-lease terms with principals, agents and professional advisors;
- managing an efficient and responsive tendering process for development and maintenance work through a localised network of preferred suppliers.

Probably aged 32-40, the preferred candidate will be an enthusiastic and resourceful team player with at least ten years' property management experience within a multi-site retail environment. Excellent interpersonal skills and proven managerial ability, together with sound commercial acumen, are considered essential.

The attractive benefits package will include profit-share, stock options, executive car and other benefits.

Interested applicants should write, enclosing a detailed CV, to Roger Howell at the address below, quoting reference number 122.



MANAGEMENT SELECTION

32 OLD BURLINGTON STREET, LONDON W1X 1LB FAX: 071-287 2821. TELEPHONE: 071-287 2820.  
A GKR Group Company

## Account Management – OEM's

Market leading software packages

Microsoft® is the world's most influential software organisation. With products that span the Applications, Systems and Networking software arenas, Microsoft is universally recognised as shaping the PC environment through such innovative developments as Windows.

The UK operation based in Berkshire is a dynamic, fast-moving environment which acts as a focus for all our sales and marketing activities. We market our software products to equally innovative OEM's and through PC dealers who both share our professional integrity and our vision of 'a PC on every desk and in every home running Microsoft Software'.

We now seek two flexible, confident, determined and articulate individuals. Account managers, ideally but not essentially, with experience of the OEM market who can enhance Microsoft's position through the profitable development of customer relationships and, in so doing, help to impact the PC market.

### Account Manager

To manage Microsoft business relationships with key clients who represent a significant asset base and to ensure all current and future designs incorporate the appropriate Microsoft products. Ref. MJM9145.

### Account Manager

To manage a portfolio of existing clients and, by professional management, facilitate account growth by ensuring every computer development features

Microsoft software. Ref. MJM9146.

Although the positions carry different levels of responsibility (and demand varying experience), the objectives are very much the same. You will be expected to forge effective relationships with key decision makers to enable you to understand the client culture and exploit new business advantage through existing opportunities, in addition to gaining an understanding of the market dynamics of the customer's marketplace. Considerable interfacing with the UK and US operations is key to successful OEM account management with Microsoft.

Your experience should demonstrate a proven track record in high level negotiation. Some exposure to Microsoft products would be an advantage. You are likely to be aged in your mid 20's to mid 30's and be qualified to a minimum of HND level, preferably in a technical or scientific discipline.

As a company that continually leads rather than follows, these positions offer rapid personal development and career progression.

A highly attractive package includes a high basic salary and excellent benefits.

Post or fax your cv, attaching details of your current salary and quoting the appropriate reference number to Mike Milner or Mandy Graham our Advising Consultants, at MJM Recruitment Ltd., Little Orchard House, Main Street, Cleve Prior, Worcestershire WR11 5LD. Fax No: (0789) 490646. Alternatively, contact them today between 11am and 6pm or during normal working hours on (0789) 772127.

All agencies are invited to liaise with MJM Recruitment regarding suitable candidates.

**Microsoft**

## Commercial Manager

### Kent

c. £35,000 + Car

Our client is a highly successful supplier of fresh produce to the retail and market sectors. With a turnover in the region of £150m their growth rate continues to expand in a difficult economic climate.

As a group they pride themselves on the provision of quality products and a committed level of service. As the demands of retailers and consumers alike have risen, so have the standards to which this company operates. With an investment programme in technology, product development and sourcing they ensure their leadership in this competitive marketplace.

Their strong working relationships with the major multiples have ensured significant market share providing them with the ability to achieve major new market objectives.

Their investment programme also extends to its people and it is their policy to develop specialists who can focus on individual product categories, pioneering these new market opportunities. It is for this reason they now wish to add to their existing team.

The main objective of the role will be to manage the profitable growth of a product business. As the Commercial Manager, your focus will be on account management and supplier relations, in addition to the co-ordination of all sales and marketing planning.

The role will afford a high level of autonomy and will include both strategic and tactical issues. You will be held accountable for the construction and execution of detailed business plans.

The ideal candidate will be aged 25-30 and able to demonstrate a successful track record in retail buying or product sales and marketing. Previous direct contact with the major multiples and strong negotiation skills are essential. A language would be an advantage as the role will encompass international liaison. This is a dynamic and forward thinking company with demanding standards and high rewards.

Interested applicants should write to Jane Naylor, The Executive Division, Michael Page Marketing, Windsor Bridge House, 1 Brocas Street, Eton, Berks SL4 6BW. Tel: 0753 840858.



**MICHAEL PAGE MARKETING**

Specialist Recruitment Consultants  
London Windsor Birmingham & Leeds

## EUROPEAN SALES PROFESSIONALS

### Electronic Financial Information Systems

Thomson Financial Services is a rapidly growing provider of specialist electronic information systems and services for the financial community.

Continuing expansion has created a number of opportunities for top class sales professionals to join this entrepreneurial company based in London.

Aged between 26 and 33, successful candidates will have proven track record in selling to either front or back office operations. Language abilities (minimum French and German) and a willingness to travel are essential. Salary packages will be highly competitive.

Please send full C.V. and salary details in writing to:

Personnel Department  
7th Floor,  
11 New Fetter Lane,  
London,  
EC4A 1JN.

Thomson  
Financial  
Services

## Product & Package Development Managers



Procter & Gamble (Health & Beauty Care) Limited develops and markets many of the best known and successful health and personal care products available such as Vidal Sassoon hair care products, Oil of Ulay skin care products and Vicks cold care products.

The Product Development Department for the Middle East, North Africa, Turkey & Greece is currently seeking outstanding graduates to develop products and packages to support our rapidly expanding business in the above markets.

The positions are based at Egham but involve considerable travel to the above countries.

Applicants should have at least a BSc (Hons) degree in a science field, preferably chemical engineering, mechanical engineering, biology or chemistry and 0-3 years relevant experience. Excellent communication, inter-personal and leadership skills are required for these

challenging positions. Knowledge of foreign languages (especially Arabic or Turkish) would be an additional asset.

What do we offer you? An attractive salary and benefits package. A stimulating and progressive career which will develop your intellectual and personal capabilities to the fullest. Our "on-the-job" training scheme is personally tailored. You will have early and increasing responsibility and will be working in a company which promotes merit and exclusively from within the organisation.

Please forward your C.V. or contact for an application form: Please indicate which position you're applying for (Product or Package Development Manager). Ms. R. Scriven, Middle East Product Development Department, PROCTER & GAMBLE (H&BC) Ltd., Rusham Park, Whitehall Lane, Egham, Surrey TW20 9NW. Tel: Egham (0784) 474890.

**Procter & Gamble**  
HEALTH & BEAUTY CARE EUROPE

As the facilities and services management division of one of the UK's leading suppliers of support services, our client prides themselves on a record of phenomenal growth achieved through a dedicated team of managers.

**BASIC  
+  
BONUS  
+  
CAR  
SOUTH  
EAST**



**COMMERCIAL MANAGER**  
Your experience in facilities management coupled with business development skills will enable you to convert sales leads and marketing initiatives into large multi-service facilities management contracts.

**REGIONAL FACILITIES MANAGER**

You will control the day to day operations of a multi site contract through a team of facilities managers. Essential to the role are exceptional communication and team management skills and strong budget control. You must have a thorough understanding of Compendex, COWI and SCC regulations.

Both roles offer a substantial basic and bonus potential, company car, pension and healthcare plan.

To apply, send your CV to Angela Harwood, H&BC Personnel Services, 1-2 Queens Victoria Street, Reading RG1 1SY or Telephone 0734 599735.

## SENIOR EXECUTIVES

The Pathfinder Partnership are experts at marketing top level executives, particularly in the unadvertised job market. For an informal discussion call us today.

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HIGH WYCOMBE - 0494 452791



THE PATHFINDER PARTNERSHIP  
178 Great Portland Street  
LONDON W1N 6J

CAREER ADVISORY CONSULTANTS

## RIGBY METAL COMPONENTS

## GENERAL SALES MANAGER

RIGBY METAL COMPONENTS LIMITED, located in Yorkshire, is a leading designer and manufacturer of metal components for industry, such as bearings, bushings and structural parts, using cost effective powder metallurgy processes.

Already well established in the UK market, the company is increasingly developing its business interests in the Continental European marketplace.

Reporting to the Managing Director, the General Sales Manager will be part of a small executive management team, and as such will be expected to play an important part in the management and development of the Company to fulfil its growth objectives within the EEC.

The successful applicant will have a background in Sales and Marketing, preferably in engineering components, and ideally be aged mid 30s to mid 40s. Fluency in a major European language is required, as is a record of success, particularly in generating new business. A high degree of determination and drive, together with inter-personal skills are essential.

Salary and benefits are first class, and include a pension scheme, car and medical cover.

The position could carry Board potential.

Please write enclosing a full CV to:

The Personnel Manager, Rigby Metal Components Limited, Rawfolds, Clackhoughton, West Yorkshire BD19 5LL.

Morgan



LIFE &amp; TIMES THURSDAY JULY 2 1992

13

071-481 4481

## EXECUTIVE OPPORTUNITIES

FAX 071-782 7826

## MSL International

CONSULTANTS IN SEARCH AND SELECTION

MSL Group Limited, 32 Aybrook Street, London W1M 3JL Telephone: 071-487 5000  
 Birmingham 021-454 8864 • Bristol 0272-276517 • Glasgow 041-248 7700 • Leeds 0532-454757 • Manchester 061-834 2425  
 Newcastle 091-261 3333 • Nottingham 0602-480400 • All posts are open to men and women

## Business Development Manager

SAUDI ARABIA : Stg &amp; Top Level (tax free)

The Almarai Group of companies based in Riyadh is the largest vertically integrated dairy operation in the world, with sales in excess of \$300m and a headcount of over 2200 people. Owned by major international interests, the Company farms, processes and distributes a wide range of food products for consumption in Saudi Arabia and its neighbouring Gulf Co-operation Council States.

Almarai wishes to recruit a Business Development Manager who will be accountable for identifying and exploiting innovative opportunities for achieving the Company's strategic goals in business/profits growth through market/product development, both organically and by acquisition/joint venture initiatives.

Candidates, over 35 and graduates in a business discipline, should have senior management experience of marketing/commercial development functions in large scale and successful fmec environments, preferably but not exclusively, in the dairy/food sectors.

A highly attractive compensation and benefits package is offered, including a top level salary paid free of tax, two years' renewable contract with term-end gratuity, subsidised school fees and Company-provided car, family accommodation, healthcare and air-travel to Europe.

Please write, in confidence, to Barry Harriott, Ref: ST/BDM/692, MSL International, Newmount House, 22/24 Lower Mount Street, Dublin 2.

MSL International  
 CONSULTANTS IN SEARCH AND SELECTION

## Sales Director - Designate

WEST YORKSHIRE : Attractive Package + Car

Our client is part of a recognised world leader in its specialist non-food, fmec field. Within its chosen UK market sector the company has secured brand leadership and laid challenging objectives for future growth.

The initiation of new brand strategies and associated sales and marketing programmes has resulted in a rare opportunity for a young and successful sales management professional with the ambition and potential to progress further.

Reporting to the Managing Director you will have full responsibility for recommending, implementing and assessing comprehensive sales programmes which will achieve the Company's ambitious business objectives.

You should be a graduate, in your 30s, with a proven record of sales achievement and a fast-track career to date. You must have achieved above average success in both Field Sales and National Account management with a blue-chip

company. Alternatively you have developed a successful career either selling or controlling products with a well respected food retailer.

The company is committed to succession planning and management development. This appointment is an essential part of the future planning for the senior management team.

The position offers a first class package including an attractive salary, bonus, executive car, non-contributory pension, life assurance, long term sickness protection, and free private health insurance, with the added benefit of being located in an exceptionally attractive working environment.

Please write in confidence, enclosing full career and salary details, stating how you meet the above requirements, to Paul Banfield, Ref: 23094, MSL Group Limited, 32 Aybrook Street, London W1M 3JL.

MSL International  
 CONSULTANTS IN SEARCH AND SELECTION

## General Sales Manager

High quality 'Business to Business' products

EAST MIDLANDS : c £35,000+ Package with Car

Our client, a profitable and expanding division of a major PLC is seeking to strengthen its senior management team by appointing a high calibre General Sales Manager for one of its key business areas.

Likely to be aged between 28 - 45, you will possess a first class track record of personal and managerial achievement in the sale of industrial products or services in competitive market places to high profile business customers.

Knowledge of the print and packaging industry would be advantageous but more important is having a strong and positive approach to leadership, and the drive and enthusiasm that

energises others to achieve. You'll need an analytical approach to business planning with the strategic vision and commercial acumen to both maximise existing business and successfully target new areas for profitable growth.

Given success, future prospects are excellent, and the competitive benefits package includes a profit related bonus, choice of pension scheme, quality car, and relocation assistance if required.

To apply, please write in confidence, enclosing full c.v. to Tim Roffe, Ref: 37118, MSL Group Limited, Clinton House, 24 Clinton Terrace, Derby Road, Nottingham, NG7 1LY. Tel: (0602) 480400. Fax: (0602) 480490.

MSL International  
 CONSULTANTS IN SEARCH AND SELECTION

## Operations Manager

Metal Refining

N W KENT : c £30,000 + Car + Benefits

Britannia Refined Metals Ltd., a wholly owned subsidiary of MIM Holdings (Australia), is engaged in the smelting and refining of non-ferrous metals from both primary and secondary sources. The primary refinery is the largest in Europe and the secondary operation is the most modern in the industry.

Reporting to the Executive Manager, you will be responsible for the secondary refinery production, engineering and technical support. It is anticipated that over the next year the recently commissioned plant will process reclaimed scrap material to produce 40,000 tonnes of refined lead and battery alloys.

This is a key, high profile appointment. The job holder will be required to ensure that production targets are achieved to commercial deadlines and within budgeted costs. Engineering, safety, hygiene and environmental standards are paramount and finished products are produced to BS5750.

The refinery operates on a continuous basis with up to 80 staff

employed on both days and shiftwork. During the next year turnover is expected to be in excess of \$15m and additional process investment is likely to exceed \$1m.

The ideal candidate, probably aged 35 to 45 years, will have a minimum of 8 years' production experience with at least 5 years in a front line management/supervisory position. You should be a graduate in either chemical engineering or metallurgy and have a thorough understanding of computerised process control. Profit centre management, a close affinity with engineering maintenance and development together with adaptability, creativity, drive and leadership skills are essential to succeed in this position.

The company offers a first class benefits package including relocation assistance, where appropriate.

Please write in confidence, enclosing full career and salary details, stating how you meet the above requirements, to Paul Banfield, Ref: 23115, MSL Group Limited, 32 Aybrook Street, London W1M 3JL.

Britannia  
 Refined  
 Metals  
 Limited

## Head of Compliance

International Fund Management

c.£45,000 + Car + Benefits

London

Opportunity to manage compliance and company secretarial functions in secure, profitable and growing investment Management Company.

## THE COMPANY

Well established, successful UK subsidiary of powerful US parent. Over \$60bn of assets under management worldwide.

Strongly performing, stable and innovative. Hallmarked by professionalism and diversification of products and markets.

London is hub of global business growth.

## THE POSITION

Leading an established and well maintained Compliance function in London.

Providing expert advice on UK and other international regulatory environments and emerging markets.

Totally involved in the business, in product development and providing financial reporting and management information.

## QUALIFICATIONS

At least two years' experience of Compliance, gained in banking or investment management. Aged over 30 with international perspective and total familiarity with IMRO.

Experience of company secretarial work, US Securities regulations and accounting preferred.

Enjoy non-hierarchical, meritocratic environment. Excellent career development opportunities.

Candidates must be available for final interviews in New York.

Please write, enclosing full cv, Ref: L2628ST  
 54 Jermyn Street, London SW1Y 6LX

N.B.S

NB SELECTION LTD - a Norman Broadbent International associated company  
 LONDON 071 493 6392 • BIRMINGHAM 021 233 4656 • SLOUGH 0753 819227 • BRISTOL 0272 291142  
 GLASGOW 041 204 4334 • ABERDEEN 0224 638080 • MANCHESTER 0625 539955

Sales Director - Europe  
Integrated Banking Software

Basic salary: c.£65,000 + Car. OTE £100,000+

Location: Southern Home Counties

With a forecast revenue of US\$550 million for 1992, Systematics is one of the world's leading providers of software and processing services to the financial industry. Headquartered in the U.S.A., the company manages its European operations from a U.K. base.

Systematics has enjoyed a consistent pattern of phenomenal growth, with an increase in revenue of 48% last year alone. The company's success hinges upon its unrivalled investment in Research and Development, and its total commitment to quality and leadership in information management.

As part of a strategy of continued expansion, Systematics has created a new role for an experienced professional to spearhead sales in Europe. Responsible for a small team of highly motivated and extremely successful sales professionals, you will be expected to take a hands

on approach to increasing sales and forging the company's success in uncharted territories.

In order to flourish in this role, you must have a proven track record of high level strategic sales to the financial industry. It is expected that you will display diplomacy, great integrity and the ability to develop excellent long-term business relationships with your clients. You must be a skilled and accomplished manager with vision and the ability to lead by example. Good communication, both written and verbal, is of paramount importance to this role and language skills would be an added advantage.

The rewards for rising to this challenge are outstanding. If you believe you have the drive and experience to make your mark with Systematics, please forward your CV, including salary details and a daytime contact number, to John Kearney at Harvey Nash, quoting Ref: HN607.

HARVEY NASH

DRAGON COURT, 27-29 MACKLIN STREET, LONDON WC2B 2LX TEL: 071-333 0038

SEARCH &amp; SELECTION IN INFORMATION TECHNOLOGY

This is a new, key role in a highly successful £40m turnover business, identified by its parent group BET as having substantial growth potential. Involved in the business to business distribution of a wide product range to over 15,000 end users, the company operates nationally through a network of around 30 branches and is the UK market leader in the commercial and industrial sectors.

The company's transformation is well under way and the Sales, Marketing, Personnel and Finance functions have already been augmented and re-positioned. The need now is to address the logistic and customer service aspects of the business to ensure the operations infrastructure can fulfil the changing requirements now and in the future.

## OPERATIONS DIRECTOR

Remuneration c£50K+Car West London Base

Managing and motivating a team of Regional Managers and over 250 staff, your role, initially, will be to achieve substantial improvements in the level of customer service through professional, efficient and cost-effective logistics operating standards, especially in the areas of inventory control, sales support, warehousing and distribution.

In parallel is the need to examine the current logistics organisation and systems and, in line with projected growth, develop a supporting strategic plan, based on staged implementation. Expansion into Europe and 100% growth within three years are realistically envisaged.

Ideally with a relevant degree, and 35-45, you will have a successful record of logistics management within progressive, professional, multi-site, service-based companies.

Strategic, innovative and implementational abilities, coupled with demonstrable experience in the management of change and the achievement of improvements in customer satisfaction are essential. These will be augmented by strong inter-personal and motivational skills, attention to detail and a logical and cost-conscious approach to this particularly challenging role.

A salary in the region of £40k is envisaged, together with a performance related bonus scheme and attractive benefit package.

Applicants who can match the key requirements outlined for this position should send a detailed CV, together with current remuneration and a daytime contact number, in confidence, to: Fiona A. Broughton, Personnel Insight, 125 Salisbury Avenue, St. Albans, Hertfordshire AL1 4TY. Please quote ref: 207.

PERSONNEL INSIGHT

Braxton Associates

## STRATEGY CONSULTANTS



Braxton Associates is a leading international strategy consulting firm, operating within Deloitte Touche Tohmatsu International, one of the world's largest professional service firms. We are looking for outstanding consultants to join our team and help build our growing European practice.

Ideal candidates will be aged between 27 and 35 years with at least 3 years industrial experience in a manufacturing or operational setting, either in a line position or management services role. You must have an excellent academic and professional record and proven analytical capability. You will also have good process skills with the ability to work with management at all levels. An MBA from a leading Business School is desirable.

We can offer you an excellent opportunity to contribute directly to the growth of our existing client relationships and to our new business development, and to benefit both personally and professionally as a result. We have a strong commitment to professional development, leading to internal promotion.

Our package comprises a competitive salary plus bonus and excellent benefits. Based in London, there are also opportunities for travel, mainly within Europe. If you would like to apply, please send your resume and covering letter to: Ingrid Fiminger, Recruitment Coordinator, Braxton Associates, 40 Long Acre, London WC2E 9RA (Tel. 071 334 1088).

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071-481 4481

## EXECUTIVE OPPORTUNITIES

FAX 071-782 7826

## LIFE ASSURANCE - MANAGEMENT CONSULTANCY

## BRISTOL BASED

## Work with us to build market leadership

This is a senior business development role with a leading firm of management consultants and accountants. In Bristol, Coopers & Lybrand has established a strong Financial Services consultancy team dedicated to providing a quality service for the financial community throughout the South West, South Wales and across the Midlands.

As the senior Life specialist within this team, you will be given considerable personal scope to build an extensive client portfolio, as well as enjoying the sharp reality of leading a variety of projects varying from market entry studies to corporate restructuring to product profitability analysis and performance management. In all your work

you will draw upon the depth and breadth of expertise available in Coopers & Lybrand across the world.

To succeed, you must have at least five years' management experience, either within the life assurance sector or as a consultant to it. In addition to a degree and professional qualification, ideally ACA, ACIL, FIA or an MBA, you should have gained a deep understanding of the life market and its operating dynamics.

On a personal level, you must be a skilled relationship builder - both internally and sector-wide - with a broad business perspective, skills in both analytical and

creative thinking and the desire to achieve demanding business development goals.

The post will command a substantial salary package which can accommodate the most exceptional of candidates.

Please write with full career details, in complete confidence, to Jean Richardson, Coopers & Lybrand, Plumtree Court, London EC4A 4HT, quoting reference ST016.

Coopers & Lybrand Solutions for Business

## Scottish HOMES

At Scottish Homes, we have a new vision of housing in Scotland with an absolute commitment to our role as the nation's housing development agency.

By using our range of skills and resources, we are working to create a flexible housing system which is responsive to the desires and ambitions of our customers.

With innovative thinking and a dedication to excellence, we are starting to build a new confidence throughout Scotland based on the regeneration of rural and urban communities.

## Head of Public Affairs

Superb Package  
plus Car  
Edinburgh

Fundamental to our success is a comprehensive communications strategy. A new role has therefore been created for a Head of Public Affairs, who will be responsible for raising the organisation's profile.

Working directly with the Chairman and Chief Executive, you will direct your team's efforts in the provision of a co-ordinated press and external communications service which reflects the new culture of our Agency.

You should have extensive experience, at a senior level, of all aspects of press and external communications which may have been gained initially as a Journalist/Press Officer and in an organisation with a high level of media exposure. An affinity with the Scottish political and business sectors together with the ability to identify community attitudes to change is essential.

An excellent salary plus benefits is on offer, although salary will not be a limiting factor in the appointment of the most suitable candidate.

We have appointed Barkers Selection to advise on this post. To apply, please send a comprehensive CV to Alan Kelly, Director, Barkers Selection, 234 West George Street, Glasgow G2 4QY.

BARKERS  
SELECTION • SEARCH

BAAH  
HeathrowRETAILING  
LUXURY GOODS

Developing £multi-million business  
in a prestigious marketplace

c.£28,000p.a. + bonus + car + benefits

More than 40 million air travellers use Heathrow every year, among them are some of the world's most affluent consumers. Annual sales of prestigious products from major retailers including Harrods and Mappin & Webb, total £75 million and make an increasingly important contribution to the airport's profitability.

The amount of retail space at the airport will double within the next few years, creating exceptional career development prospects in the luxury retail market.

We now seek a retail professional with thorough experience of luxury branded and designer merchandise. Your challenge will be to advise and provide support to concessionaires to ensure their business is profitable. You will also help to attract new, prestigious retail names to the airport.

You must have at least five years' luxury goods experience in a buying or management role involving a multi-million pound turnover or budget. The credibility, technical expertise and interpersonal skills to advise and support influential clients will be essential.

Please post or fax your career and current salary details to Mark Heinemann, Operational Personnel Manager, Heathrow Airport Limited, D'Almeida House, Heathrow Airport, Hounslow, Middlesex TW6 1JH. Fax 081-745 7069.

We are an equal opportunities employer.

REGIONAL  
MANAGEMENT

Substantial Land and Property Portfolio  
London

Within £41,943-£47,986 p.a.

The Commission is currently responsible for substantial property and land assets valued at £25m in the 31 English New Towns. It has recently reviewed its management structure and operational requirements and, as a result, now wishes to appoint an Executive Officer as regional manager to be responsible for its activities in several London ring towns, Peterborough, Corby and Northampton. There will, in addition, be a progressive transfer of responsibilities relating to our Basildon office over the coming months. There are three other regional offices of equivalent stature, in Warrington, Telford and Milton Keynes.

Candidates for the post must be able to demonstrate a stature to successfully lead multi-disciplinary groups of professionals including surveyors, lawyers, planners and engineers, be adept at dealing with politically sensitive situations and have the drive and enthusiasm to ensure that the Commission's corporate business plans for the areas for which the postholder will be accountable are met. These include capital expenditure, asset management and disposal through sales or transfer leading ultimately to disengagement from towns.

The postholder will be a member of the Commission's senior management group and will thus be expected to play a full part in corporate management issues attending Board and Committees as required.

Whilst the successful candidate may come from a variety of professional backgrounds, we expect a qualification to at least degree level, together with substantial senior managerial experience, preferably with exposure to Board and corporate management decision making.

An application form and further written details can be obtained from the Personnel Section 021-828 7222 Ext. 406 quoting post reference GML. The closing date for receipt of completed applications is Monday 13th July. Interviews for the appointment will take place on Monday 27th July.

COMMISSION  
FOR THE  
NEW TOWNS

## GartnerGroup

Gartner Group is the world-wide leader in providing strategic information, to information technology executives in user and vendor organizations.

This success is due largely to the skills, enthusiasm and creativity of our people - strengths we foster by actively encouraging people to grow personally and professionally and to face new challenges and responsibilities.

Such an environment offers stimulating, individual and team-oriented work which is constantly varied and intellectually challenging. It demands individuals who derive satisfaction from making a measurable impact, who have the ability to motivate and inspire others and who possess superior analytical and communication skills.

If you meet these criteria and those detailed below, you should submit a comprehensive curriculum vitae, in confidence to Mrs. Bernadette Thomas, Director of European Human Resources, at the address below.

Vice President and Director -  
European Telecommunications Strategies (ETS)

Our ETS service advises user and vendor clients about the key issues in the European telecommunications arena. ETS provides analysis and assumptions that can be applied to the client's own planning and decision processes. As with our other services, deliverables include regularly published reports, briefings and telephone consultation services.

The Vice President and Director is the research leader of the service and is responsible for product delivery and supervision of the ETS staff. In addition the Vice President and Director provides ETS-specific marketing and sales direction to the European sales staff.

An individual is required with extensive experience in European telecommunications, who would like to lead in the process of gathering market information, analyzing its implications and conveying results to clients.

Compensation is determined on merit and overall contribution to the company. Starting compensation will be commensurate with the expected high calibre of the individual we wish to engage.

## Gartner Group

Parkside House  
33-39 Sheet Street  
Windsor  
Berkshire SL4 1GY

Northern Lighthouse Board  
Chief Executive  
c.£40,000

The Commissioners of Northern Lighthouses are responsible for the control and management of all lighthouses, buoys, beacons and the two lighthouse tenders covering Scotland, the adjacent seas and islands, and the Isle of Man. In total 350 full-time and 250 part-time staff are employed and the operating budget for 1992 is £12m. The current Chief Executive is due to retire in July 1993 and his replacement is now sought. Probably aged 45+, you are likely to have had a successful career at sea which has included both command and staff posts. As well as being a tried and tested leader, you will also be a skilled communicator and negotiator, and will have a sound working knowledge of engineering. The post will be based in Edinburgh. The salary indicator is £40,000 plus comprehensive benefits, including pension and performance related pay. Please apply with full career details to R. J. Cleland, as adviser to the Commissioners, at Selection Thomson Ltd., 24-25 New Bond St., London W1Y 9HD or 14 Sandyford Place, Glasgow G3 7NB.

Selection Thomson  
London and Glasgow



## Think of yourself as a product...

No company would launch a new product into the market without careful assessment and preparation. Exactly the same applies to Executives about to seek a new position.

DRM's approach to people looking for a career change is based on classic marketing principles.

Our personally tailored programmes analyse your innate skills and selling points, identifying their appeal in the market then help you sell yourself to relevant organisations.

Helping you to ensure that your "launch" is as professional and successful as any company's latest product.

For a free confidential discussion about our novel approach, telephone Kate Barrett on 061-927 9186 (office) or 061-928 4256 (home) or write to her at Dynamic Resource Management, 3rd Floor, Roberts House, Manchester Road, Altrincham WA14 4LP.

AFRC INSTITUTE OF PLANT SCIENCE RESEARCH  
At The John Innes Centre, NorwichHEAD OF ADMINISTRATION  
£26,622-£34,120

The Institute of Plant Science Research is one of seven Institutes of the Agricultural and Food Research Council. It comprises the John Innes Institute and the Cambridge Laboratory situated at the John Innes Centre, Norwich, adjacent to the University of East Anglia, and also the Nitrogen Fixation Laboratory located in Brighton on the campus of the University of Sussex. The Sainsbury Laboratory is also scientifically and administratively associated with the John Innes Institute and the postholder will also carry responsibility for its administrative requirements. The Institute has an annual turnover of approximately £11m and a staff of over 600.

Applications are invited for the position of the principal administrative officer of a world-renowned scientific research institute studying plants and microbes relevant to agriculture. It is a key top management post with responsibility for finance, personnel, legal matters, maintenance and estate, and management and development of commercial activities.

A degree in a relevant subject and/or a professional qualification, such as the Institute of Chartered Secretaries and Administrators or one of the major accountancy bodies is desirable. A successful record in management and administration at a senior level is essential.

Starting salary will be in the range £26,622 to £34,120, together with the opportunity of performance related pay up to £41,120, together with a non-contributory pension scheme.

An application form and further details may be obtained from the Personnel Officer, John Innes Centre, Colney Lane, NORWICH, NR4 7UH. Closing Date: 17th July 1992.

We are an equal opportunities employer.

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Bristol & Cardiff	0272 238408	Milton Keynes	0508 231 819
Brussels	2 341 0169	Manchester	061 925 8799
Cambridge	0223 462 511	North East	091 415 0903
Dublin	01 610 890	Swindon	0793 833 888
		Winchester	0962 877 737
		Yorkshire	0937 580 181

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EXECUTIVE CAREER SERVICES  
32 Savile Row, London W1X 1AG. Telephone: 071 734 3879. Fax: 071 734 2820



LIFE &amp; TIMES THURSDAY JULY 2 1992

15

071-481 4481

## EXECUTIVE OPPORTUNITIES

FAX 071-782 7826

## High Profile Roles in Strategic Business Development

c. £30,000 p.a.

West Midlands

One of the world's largest companies in its sector, this multi-billion turnover, blue chip organisation is entering a new era of marketing opportunity and business growth. A small number of exceptionally talented and ambitious individuals are therefore sought to join its dynamic Strategic Business Development team.

Within this project driven, high performance environment you will be given the scope to develop creative solutions to complex market issues, using your excellent skills in scenario modelling and strategic analysis.

A team player, with strong interpersonal and presentation skills, you will liaise at the highest levels both within the organisation and externally, to define new directions for the company as a whole.

A graduate, possibly with a further business qualification, you have at least 5 years' business development experience in consultancy, industry or commerce. Ideally, you have experience across a wide range of market sectors.

Salary will not be a barrier and generous relocation assistance will be offered, where appropriate.

In addition, there are opportunities in this department for individuals of calibre who may have slightly less experience and applications for these posts are also welcomed.

In complete confidence, please telephone or write with CV to: Penny Strawson, Simpson Crowden Consultants Limited, 97/99 Park Street, London W1Y 3HA. Telephone: 071-629 5909.

**Simpson Crowden**  
CONSULTANTS



## PABX ACCOUNT MANAGERS

AT&T Business Communications Europe Ltd (BCE) is experiencing significant growth in the UK market. Having already established an impressive customer base, we are now seeking several talented individuals to join our high calibre sales team at Farnborough. AT&T BCE is committed to a clear strategy of increasing its international pabx business and maintaining its status as a truly global telecommunications company. The pabx business forms a vital element of this strategy and means that our customers can take advantage of the leading edge technology while enjoying unprecedented investment protection.

As a measure of our total commitment to the UK market we can now offer the world's most successful pabx the DEFINITY. This cannot only satisfy immediate market needs in terms of ISDN compatibility but is also well positioned for European and global standards. Whilst offering a highly competitive range of features including integrated ACD,

Voicemail and pabx to host capability, we have also gained ISO9002 approval for our AT&T national maintenance organisation.

Joining us at BCE now is an exciting opportunity for the very best people in the business. The challenge is in managing customer accounts to the very highest standards and to act as their guide through the DEFINITY line of products and services that enable only AT&T to offer the very best solutions to customers' evolving needs.

Please forward CVs with compensation and work history to: AT&T BCE Ltd

Europe House  
The Southwood Crescent  
Southwood  
Farnborough  
Hants  
GU14 0NR  
FAC: David Phillips  
Sales & Marketing Director

Morgan &amp; Banks

Morgan &amp; Banks

This is a key management role within a dynamic consumer-driven international organisation. Reporting to a US based Vice President, you will be managing a large group of professional staff dedicated

- Evidence of responsibility progression with emphasis on problem solving, performance results and budget management
- A track record of success in people management

## DIRECTOR OF OPERATIONS

to meeting quality, cost and schedule requirements provided by the Marketing and Sales departments.

With at least 10 years experience in a management position, you will have:

- Operational experience in a high volume - multiple component environment with exacting production schedules
- A thorough understanding of modern quality and production control systems



**Morgan & Banks**  
LONDON • WASHINGTON • SYDNEY • AUCKLAND

- Experience of the print/graphics sector (relevant, but not essential).

Opportunities for personal development within this profitable Group are substantial. For a discussion in complete confidence, call Nicholas Duncan on 071-240 1040, or send CV; Ref: 21/1238, Morgan & Banks PLC, 114 St Martin's Lane, London WC2N 4AZ. Fax: 071-240 1052

Morgan &amp; Banks

## MANAGING DIRECTOR

c. £40,000

Whitehaven Development Company seeks a Managing Director to run what will be a unique enabling development company.

The Managing Director will be a member of the Board of the company and will report to the Chairman. The company has been established to act as the prime catalyst for the regeneration of Whitehaven, a planned Georgian town on the coast of Cumbria and once the second port in Britain.

Candidates must be capable of developing a vision for the future of Whitehaven; almost single handedly be able to bring together and harness the energies of the private and public sector partners in the company; demonstrate a record of achievement in a similar field; have communication and marketing skills of a very high level.

For further information please contact:

John Smith

Succession Planning Associates

26 Chapter Street London SW1P 4ND.

Tel 071-834 8199. Fax: 071-834 9643.

**SPA**  
SUCCESSION  
PLANNING  
ASSOCIATES

**WHITEHAVEN  
DEVELOPMENT  
COMPANY**

## BRING US YOUR TECHNICAL EXPERTISE AND WE'LL CHALLENGE YOU TO YOUR LIMITS

Fisons Pharmaceuticals is a world leader in the treatment of respiratory problems and allergies. The very diversity and extent of the product range dictates that the company's technical expertise must continually be broadened to keep pace with technological advances. Based on the company's major manufacturing site in Cheshire, these roles are a key part of the Technical function ensuring the highest levels of technical standards, quality and competence throughout all stages of the production process.

Validation Manager Ref: 1935/ST  
Circa £35,000 plus excellent benefits

This role has site responsibility for establishing documented evidence that all equipment, facilities, systems and manufacturing processes utilised in the manufacture of final dosage form drugs reliably, repeatedly and consistently meet their pre-determined specifications and quality standards.

Technical Section Manager Ref: 1936/ST  
Circa £30,000 plus excellent benefits

This role is responsible for the provision of technical service to pharmaceutical production areas. This includes the smooth introduction of new and modified equipment, systems and processes, troubleshooting and improvement projects. You will need to be aware of current technology particularly with respect to sterile products, aerosol and capsule manufacture.

Candidates for both roles should be science graduates with at least five years pharmaceutical experience gained across a mix of functions such as process development, quality assurance, technical and production. You must have a comprehensive knowledge of current GMP and regulatory requirements and first hand experience of regulatory inspections in sterile, aerosol and capsule production areas. As well as technical excellence you will need exceptional influencing and interpersonal skills, with the ability to advise and motivate managers at all levels.

Technical Executive Ref: 1943/ST  
Circa £21,000 plus excellent benefits

As part of a Technical team you will be involved in all aspects of developing and improving pharmaceutical plant, processes and procedures. Graduates should have at least three years experience within sterile pharmaceutical production areas and be committed team players with a logical and organised approach to problem solving.

Fisons is currently undergoing a period of immense change and upgrading of production facilities and these roles offer exceptional career opportunities for experienced managers and executives with high technical credibility. Interested candidates can ring now to discuss these positions, or send a detailed CV to our consultants, **Wickland Westcott and Partners Ltd**, Emerson Court, Alderley Road, Wilmslow, Cheshire SK9 1NX or ring for an application form on 0625 533364 (24 hours) quoting the appropriate reference.

**FISONS**  
Pharmaceuticals

SENIOR EXECUTIVE  
CONSTRUCTION INDUSTRY

Rydon Construction with a turnover currently in excess of £50 million, require a Senior Executive to head their procurement of opportunities team.

It is essential that the successful applicant be:

- \* of the highest integrity.
- \* a pleasant and lively individual.
- \* able to integrate with a successful team.

It is likely that the successful applicant has:

- \* held a senior appointment.
- \* been involved with Social Housing.

It is unlikely that the successful applicant will:

- \* come from outside the construction industry.
- \* be under 35 years of age.

This is a senior appointment with potential for advancement and attracts a comprehensive package of benefits.

Please write, in your own hand, to the Managing Director, detailing why you should be considered for this position.

**Rydon**

Rydon Construction Ltd., Rydon House, Forest Row, Sussex RH18 5DW.

## REGULATORY AFFAIRS MANAGER

Negotiable Package PLYMOUTH

+ Car

A leading international Healthcare/Pharmaceutical company with a wide portfolio of products - ethical, OTC and personal care wishes to appoint a Regulatory Affairs Manager.

Managing a team of six this will be a hands on role in a fast moving, cost conscious, commercially driven culture.

You must be a graduate in Pharmacy, Life Sciences or other relevant discipline and have proven experience in Pharmaceutical Regulatory Affairs with UK, European and International experience. Good communication skills, forward thinking and a positive attitude are essential personal qualities.

Write with CV to Mike Trembath:

**MITREM EMPLOYMENT SERVICES**  
14 Houndscroft Road, Mutley,  
Plymouth, Devon PL4 6HQ  
Telephone Plymouth (0752) 222458  
Fax Plymouth (0752) 600618

**MITREM**  
RECRUITMENT SPECIALISTS

SALES EXECUTIVE -  
MANAGING DIRECTOR LEVEL

Our client is a leading international company with operations throughout Europe (including Eastern Europe), America, South East Asia and Australia, that wishes to appoint a Sales Executive to manage its sales in the UK. The company is experiencing a significant increase in demand and growth throughout Europe and can offer those who can succeed at senior level immediate personal and financial rewards.

You are a creative, energetic, independent and self-motivated. You are performance orientated, have the personal skills necessary to negotiate with key decision makers, and capable of taking responsibility for a major territory in the Midlands or North of England/Scotland. All applications will be dealt with in strict confidence. Please forward curriculum vitae to:

European Recruitment Manager  
Lancaster Associates NV  
Lancaster 3, 2402 VIC, Alphen a/d Rijn,  
Netherlands. Fax: (31) 1720 30626  
Circle the following references on envelope and CV: 10  
Ref: 12/14/92

Our London based client has commenced development of an International Private Banking System and now requires the following computer professionals:

- \* BUSINESS ANALYSTS & SNR. B.A.'s
- \* SYSTEMS ANALYSTS & SNR S.A.'s
- \* SNR ANALYST PROGRAMMERS
- \* PROGRAMMER ANALYSTS
- \* PROGRAMMERS

Experience of Private Banking and/or Securities for the Senior positions and NATURAL 2000X/INGRES/WINDOWS for the development roles.

For further information please call:

Trevor Coles or Carmel Computer Services Ltd (Agy)  
on 0202 474056 (Mon. to Fri.) or  
on 0425 619570 (Evenings/Weekends)  
Stephen House, 23a Regent,  
Chislehurst, Dorset, BH23 1QD.  
MEMBERS OF FRES.

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Neither means being  
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We are a team of career professionals who care about your future, whether you are employed or not. Finding the right job is all about confidence, aptitude and contacts. Our expertise is comprehensive and individually tailored to meet your needs, goals and the right position - often within the unadvertised market.

20k 30k 40k 50k 60k 70k

Call Wilton McKenzie on 071 920 0480 to arrange an initial meeting; for Merseyside call 051 236 5560, Manchester 061 834 2189 and Midlands 0788 546107.

**McKenzie  
Waterman**

McKenzie Waterman & Co., St. Alphege House, Fore Street, London EC2Y 5DA



071-481 4481

## EXECUTIVE OPPORTUNITIES

FAX 071-782 7826

## Senior Petroleum Engineers Operate a New Field

Play a key role in production operations whilst being part of a small, close knit team where there is substantial opportunity to make a significant impact by generating and developing your own ideas.

Fulfilling one of two newly created positions, you will join an emerging British operator which is poised to expand its niche role within the oil production industry.

Enjoying a wide and varied workscope, you will be responsible for either the strategic or operational aspects of the petroleum engineering pertaining to a new producing North Sea oil field. You will work in a busy and flexibly minded environment where the chance exists to rotate between the two positions.

A graduate with around 6-10 years' petroleum engineering experience, you are, ideally, major oil company trained. You have had good exposure to North Sea production operations, are practically minded and high in initiative.

One position is London based and the other Aberdeen. The remuneration package is negotiable and is designed to accommodate differing priorities.

In complete confidence, please ring or write with CV to: **Sue Jagger, Director, Simpson Crowden Consultants Limited, 97/99 Park Street, London W1Y 3HA. Telephone: 071-629 5909.**

**Simpson Crowden**  
CONSULTANTS

Philips Telecom-Private Mobile Radio is the major UK producer and exporter of two-way radio communications equipment and wide area paging products and is one of the largest suppliers in the world. The development and manufacturing operations are centred in Cambridge which is also the international headquarters for the marketing, sales and service activities.

Our Software Design Manager has a wide ranging brief and as a key member of the Development management team, the authority necessary to achieve results. Responsible for the skill-based management of over 50 engineers for software standards, quality, design tools and methodologies you will be closely involved with design studies during product conception and responsible for our digital signal processing capability.

A graduate with over 10 years' practical software design experience with some years spent in the communications industry, you will be familiar with the latest software design methodologies and be able to apply them in a world-class development environment.

Technical and managerial leadership are essential qualities which we ask you to highlight in a covering letter enclosed with your CV to our adviser:-

Frank Wilcockson, Ref 1210/A, Lansdowne, Rosedale House, Rosedale Road, Richmond, Surrey TW9 2SZ.

## Software Design Manager

£30k+ plus car - Cambridge

The more we think about our future, the better it looks.

Philips Telecom-Private Mobile Radio



PHILIPS

## HIGH PROFILE CHALLENGES FOR NUMERATE BUSINESS MINDED GRADUATES

With 900 stores throughout the UK, Dixons Stores Group is the country's leading retailer of consumer electronics.

Business Planning plays a key role in influencing the commercial decisions of the company and has an opportunity for a numerate graduate with an analytical mind. Applicants in their mid 20's who have computer skills, strong communication capabilities and are resilient to pressure are likely to be most suitable.

Business Planning Analysts are an integral part of the Commercial Department's team interlinking with marketing, buying, merchandising, advertising and store planning. They are critical in helping the company assess performance and make strategic investment decisions.

Applicants could come from one of several likely backgrounds with two years experience in consultancy, banking or investment analysis or a planning and analysis role in the retail or FMCG sector. As well as arranging a comprehensive remuneration package, we'll expose successful candidates to board level management and ensure that their progress within the organisation keeps pace with their developing abilities. Please write with CV and current salary details to Linda Mulliss, Personnel Manager, Dixons Stores Group, 46-50 Uxbridge Road, Ealing, London, W5 2SU.

**Dixons Stores Group**

better people better business

## REGIONAL BUSINESS MANAGER

Anglo Leasing Plc is the foremost sales and leasing company in the UK and operates through a number of regional centres in Glasgow, Manchester, Leeds, Birmingham, Bristol, Croydon and London. The Centres are mainly between 30 & 50 people in size and incorporate sales and marketing, credit administration and control, customer service and accounting using a high level of computer systems.

We are looking for an individual to head up a regional business centre. He or she will want to run their own business but within and with a company providing functional support. Our ideal candidate will be customer and sales orientated with good all round business understanding and capable of discriminating quality business particularly from a credit and long term view point. Demonstrated ability to manage people will be key.

We would expect individuals currently within the leasing or financial services industry, those within suppliers of capital goods using leasing, and Sales Managers used to a supplier and ultimate consumer relationship, to apply.

We are offering a basic salary of around £40,000, fully expensed company car, pension scheme and other benefits that would be expected from a quality employer. Relocation will be provided if appropriate. Please send your application together with CV, indicating the qualities and contribution you have for this job, your geographical mobility and a statement of your current package to: Mr. G. Pritchard, Group Head of Human Resources, Anglo Leasing Plc, Anglo House, 2 Clarendon Green, London, EC1R 0DH.



ANGLO

## Managing Director

Cotswolds c.£48K + bonus + car

Our client is a leading and profitable UK manufacturer of speciality coated release and corrosion inhibitor papers and films with exports currently representing around one third of its £10m sales.

A unique opportunity has been created for a dynamic individual to take up the challenge of delivering the growth potential of this established company, both within the UK and throughout Europe and the Far East.

Probably in your mid 30's, you are a charismatic but disciplined all-rounder with a mix of skills and experience which embrace marketing, finance and production, possibly gained from within the packaging or print industry. Educated to degree/MBA level, you already have successful general management experience under your belt but now wish to move on to a broader team challenge where your

performance will have high corporate visibility.

An excellent communicator and problem solver, you are also highly numerate, sales aware and profit driven. Longer term prospects for further advancement exist within the parent group.

The rewards are substantial and include a good base salary, plus a performance related bonus, company car and other benefits including relocation assistance, if appropriate.

If you feel you match our profile, please write to us, as the company's selection advisers, with a comprehensive cv. Strict confidentiality will be maintained. John L. Thompson, (Ref 1493), Hawkins Wright Thompson, Compton House, Selsdon Road, South Croydon, Surrey CR2 6PA. Fax: 081 680 9773.



**HAWKINS WRIGHT THOMPSON**  
International Executive Search & Selection

## HEAD OF UK SALES

NEWBURY, BERKSHIRE



Quantel continues to revolutionise digital picture processing with new products both in Broadcast Television and in Graphic Pre-press.

We are looking for an experienced Sales Manager to lead a group of well qualified, dedicated technical sales people responsible for selling our full range of innovative electronic products in the UK.

The successful applicant must demonstrate a proven track record of sales of high capital cost state of the art products, as well as the ability to lead a successful sales team.

This opening offers a good opportunity for growth and in addition to an excellent salary, the benefits package includes a fully expensed Company car, comprehensive pension scheme and relocation assistance to Newbury, Berkshire, where appropriate.

If you are interested in this position, please write or telephone for an application form to:-

The Personnel Manager  
Quantel Limited  
Turnpike Road  
NEWBURY, Berkshire RG13 2NE  
Telephone: (0635) 48222

## Marketing Manager

ZIFF DAVIS is US market leader in specialized computer publications with consolidated revenues exceeding US Dollars \$50 million.

International expansion is our current objective. Our UK subsidiary has launched 2 major publications since its inception a year ago and has grown to 100 people.

Due to the rapid growth of one of the company's leading titles, an opportunity has arisen for a marketing professional who wishes to develop his or her potential in a fast-paced environment.

The Marketing Manager will report to the Marketing Director and will be responsible for the planning and implementation of marketing, promotion and communication strategies. Supported by a small team, you will work closely with the title's publisher, advertising sales and market research functions to optimise the magazine's visibility and sales. You will implement innovative communication

strategies and promotions designed to meet customer expectations and sales objectives.

The ideal candidate will have a minimum of 5 years post graduate marketing experience preferably gained in a blue chip business-to-business environment, within either agency or client. Naturally, a knowledge of publishing/media would be ideal. Experience in the computer industry would be a distinct asset although not mandatory provided you have openness to apply your expertise to high technology environment.

An enthusiastic marketer, you must have excellent interpersonal skills to build relationships with professional staff, external consultants and clients. Team spirit and a positive committed approach are essential to succeed within a young company with ambitious objectives.

An attractive salary plus benefits are offered.

Please send detailed CV, quoting reference 40340 to Josette SAYERS Organisation & Publicité 2, rue Marengo 75001 PARIS (France). All applications will be treated in confidence.



**Ziff-Davis Europe**

## Young General Manager with Manufacturing Vision

Northern Home Counties

£30-35k + incentives

Company Car

BPCC Ltd is the UK's leader in printed products. We have over £300 million turnover from our 40+ companies located nationwide and a reputation for aggressively driving our businesses to the levels of excellence demanded by our challenging markets.

Our Bindery Company is a self contained business responsible for the assembly, packaging and despatch of household name magazines and catalogues. Located alongside one of our major web offset printing factories it is ideally placed to serve the time critical distribution requirements of our customers.

We now wish to recruit an energetic results motivated General Manager, with state of the art manufacturing experience to drive forward this 7 day week operation. The demands are high: requiring total dedication, unsocial hours and pressurized deadlines but they are matched by the rewards. On offer are a good basic salary, a fully expensed company car, a performance related incentive package and the opportunity to be totally responsible for a major business within the group.

If you can demonstrate engineering flair, successful man management experience and the attention to detail necessary to achieve manufacturing excellence then please write to Kathy Woodward, Group Resourcing and Development Manager.

**BPCC Ltd,**  
Newcomen Way, Severalls Lane Industrial Estate, Colchester CO4 4TG.



## JOIN A CIVIL AVIATION COMPANY WITH NEW PROJECTS

Our client, part of an international company working in high technology civil aviation, is designed for success with the full financial backing of their parent company, success is guaranteed.

The second signing of a major contract means our client has plans to double its size during the next year. As part of this expansion two professionals are now needed to play key management roles.

**ENGINEERING MANAGER**  
£32-£35K + Car  
Reporting directly to the Engineering Director you will take full responsibility for design procedures, assurance, R&D, reliability and maintenance. In addition, you will determine future development investment, provide technical support to Project Managers and run your own team of systems engineers. To achieve this you must be an Electronics graduate (or similar) with at least 10 years relevant experience. Ideally you should also have a background in Civil Aviation plus an understanding of meeting CAA approval. Ref: A/1/A.

**QUALITY MANAGER**  
£30-£32K  
Achieving total product quality is always a challenge. It requires commitment and involvement from first designs through to production, installation and in-service use. To meet this challenge, you should have a degree in Engineering or equivalent, plus considerable experience of systems design and manufacturing. Proven man-management and interpersonal skills are important and you must have a knowledge of obtaining CAA approval. Ref: A/2/A.

Both of these positions offer excellent salaries plus the full range of benefits.

**CSE APPOINTMENTS**  
Wootton House, Wootton Gardens  
BOURNEMOUTH BH1 1PW  
0202-292155 (24 hours)  
Brea/Wende 0425 470598

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By working together we have total commitment in helping you to find the right job. Our methods lead to hundreds of opportunities at senior level across a wide range of services and industries. C&N+++. Confirmed professional support team start to finish. Special Government interest free loan to tide you over, if required. Call us on 071-481 1224 to know how we can help you help yourself.

Management Career Consultants,  
41 Tower Hill,  
London EC3N 4AN

## PERSONAL ASSISTANT £22,000

Required to work for Board Member of large international company based in the City. Ideal qualifications:

- educated to A level standard
- excellent secretarial skills (100/60, Wordperfect 5.1)
- ability to work on own initiative with common sense, together with outstanding organising and people skills
- total commitment to the job with the willingness to work long hours.

Applications in writing enclosing CV with daytime telephone number to Box No 9163, News International, Box Number Department, PO Box 484, Virginia Street, London E1 9BL.

## THE SUNDAY TIMES

## I.T. OPPORTUNITIES

## Recruiting I.T. Professionals?

The Sunday Times Information Technology Recruitment Feature on July 19th 1992.

For further information call

071 481 4481

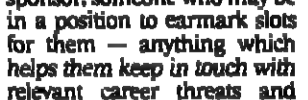






## LIFE AFTER REDUNDANCY

Those who "make it" may indeed have a greater feel for luck and how to harness it. But the emphasis is invariably on



Peter Webber, the managing director of Andrews Sykes Group, explains: "Getting on in any organisation has a lot to do with *not getting it wrong when it matters.*"

This resilience to setbacks is closely linked with an ability to remain alert and imaginative, and to react quickly to unpredictable events. Lucky manag-

● The author is a research fellow at Templeton College, Oxford University.

Sear, says it now focuses on teaching networking and

member of a rather special industry, one of the elect."

The longer the recession, the less business can afford long-term commitments to benevolent societies and helplines, but one-off voluntary initiatives such as the book trade's seem an increasingly good way of offering appropriate help. As Mr Whitaker says: "It's in everyone's interest to see that their colleagues are decently treated in difficult times."

JENNY WOOLF

**FAX 071-782 7826**

Salford College of Technology

**2000**  
City Home  
67 Borough High Street  
London SE1 1NF

Ken Bennett or Martin Hawes  
at Brunner Westfield 1st Base.  
Recreatory Consultants, Garden  
House, London Road, Sunningdale,  
Berkshire SL5 8LL. Tel 0344 875087  
Fax 0344 874877

هكذا من الاجل



071-481 4481

## GENERAL APPOINTMENTS

FAX 071-782 7826

## Health Economist

### British Pharmaceutical Company

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## Chancery Division

## Law Report July 2 1992

## Queen's Bench Division

## Injunction against receiver

**Rosenberg and Others v Monjack and Another**  
Before Judge Roger Cooke  
[Judgment June 25]

Where a receiver appointed by a debenture holder had paid the debenture holder in full and all the monies remained before the termination of the receivership was payment of his own remuneration, but the company disputed the figure claimed by the receiver for his remuneration, the company could obtain an interlocutory injunction to restrain the receiver from selling any further property pending the determination of the question of the disputed remuneration which would reveal whether there was any need to realise any further sums.

Judge Roger Cooke, sitting as a judge of the Chancery Division so held in a reserved judgment granting an interlocutory injunction on a motion by Moshe Rosenberg, Chay Esther Rosenberg, Bridonit (International) Ltd and Lounova (1982) Ltd seeking relief against Philip Monjack and Stephen Daniel Swaden, the receivers of the company plaintiffs.

Mr Peter Castle for the plaintiff companies; Mr Jonathan Arkush for the receivers.

HIS LORDSHIP said that the plaintiffs sought summary determination of an enquiry as to what the receivers of the company plaintiffs could properly charge for their remuneration and costs and for an injunction to prevent the receivers realising any further properties under their control pending that determination.

The company plaintiffs were wholly owned subsidiaries of AKLIM, a charitable company dedicated to Orthodox Jewish charities. The individual plaintiffs were husband and wife and directors of the company plaintiffs.

The plaintiffs borrowed substantial sums from First National Commercial Bank plc and a series of securities were created to secure the plaintiffs' indebtedness.

The plaintiffs were unable to keep up with their payments and the bank appointed the defendants, partners in a well known insolvency firm, as administrative receivers of the companies.

The receivers proceeded with the receivership and had managed to repay the bank in full.

In fact in doing so they had done themselves a disservice because the terms of their appointment under the debenture entitled them to be paid first. Now they only had to quantify what was properly due to them, pay themselves and bring the receivership to an end.

It was there that the conflict arose. The plaintiff said that the sums which the receivers ought properly to pay themselves were

less than those which they wished to charge and could be met out of the net liquid assets now in the receivers' hands.

The receivers disagreed. They said that they needed to raise a further £22,000 and for that purpose wished to realise one further property.

The plaintiffs sought by the motion an interlocutory enquiry as to the proper amount of remuneration needed to bring the receivership to an end and an order restraining the receivers from disposing of any further properties until that figure was ascertained.

It was an unusual case and there appeared to be no authorities directly in point. So far as necessary one had to apply first principles.

The receivers' first duty was to the secured creditors. But, Mr Castle argued, the position altered where the receivership was, or arguably was at an end in the sense that all liabilities were ascertained and there was sufficient money to pay them.

HIS LORDSHIP adopted the statement in *Picardo on Receivers, Managers and Administrators* (second edition (1990) pp252-3) as a general statement on the terminal duties and procedures of receivers: that if a receiver went beyond the point when he had completed his duties he might be liable to account as a trespasser.

The unusual nature of the case was that despite the terms of the debenture, the receivers had not paid themselves first but had paid out the mortgage.

The fact that it was their remuneration and costs that were disputed meant that it was unusual.

**Knowles v Liverpool City Council**

Before Lord Justice Purchas and Mrs Justice Booth  
[Judgment June 29]

A flagstone was "equipment" for the purposes of section 1(1) of the Employers' Liability (Defective Equipment) Act 1969.

The Court of Appeal so held in dismissing an appeal by Liverpool City Council from a judgment of Mr Recorder Briggs, on May 30, 1991, in *Liverpool County Council v Raymond Knowles*, an employee of the plaintiffs, for personal injuries sustained in the course of his employment when he handled a flagstone which broke.

Section 1 of the Employers' Liability (Defective Equipment) Act 1969 provides: "(1) Where ... (a) an employee suffers personal injury in the course of his employment in consequence of a defect in equipment provided by his em-

ployer, the employer shall be liable to pay compensation to the employee in respect of that injury."

Mr Arkush argued that according to general principles and the terms of the plaintiffs' employment they were in the exercise of their powers in fact terminated the receivership they remained in the saddle owing their primary duty to the debenture holder and the company had no cause of action to control them.

There was no authority directly in point but three authorities pointed the way pretty clearly: *In re B Johnson & Co (Builders) Ltd* (1955) Ch 841; *Smiths Ltd v Middleton* (1979) 3 All ER 842; *Gomba Holdings UK Ltd v Homan* (1986) 1 WLR 1301.

From those authorities his Lordship derived the following principles:

(a) A receiver could not in general short of misconduct be controlled by the court at the suit of the company.

(b) During the receivership the receiver's primary duty was to the mortgagee.

(c) If the receivership came to an end the receiver ought not to realise properties further. His authority to do so ceased, his action was tortious and he could and should be restrained.

(d) In his Lordship's judgment there was no difference between (c) and a situation where the receiver had in his hands funds that if applied would bring the receivership to an end but failed to do so.

(e) A receiver's duty to supply information and accounts arose both where the company was seriously considering redemption and where it sought to discover

whether redemption could be effected with the consent of the receiver's hands, and indeed when.

HIS LORDSHIP came to the conclusion that a cause of action did exist on the part of the company to restrain the receiver, in proceeding further when he had sufficient to redeem in his hands and it followed from that that if there was interlocutorily a serious issue to be tried as to whether that point had been reached an interlocutory injunction might be granted.

The serious issue to be tried was the dispute as to what the proper sum for the receivers' remuneration was. On the receivers' figures they needed £22,000 over and above the sum in their hands and another property would have to be sold to realise it on the company's figures they had nearly enough in their hands already and the excess of £250.59 the company was willing to pay personally. Clearly there was a serious issue to be tried.

The company's claim that damages would not be an adequate remedy was made out. In his Lordship's view damages could hardly ever be where the issue was a forced sale of a property in a depressed market.

In weighing all the factors to find the balance of convenience his Lordship decided to grant an injunction restraining any further sales for seven days conditional on the company procuring £16,000 as a cross-undertaking in damages for the receivers if their figures eventually proved to be correct. Further consideration of the motion would be adjourned.

Solicitors: Allen Kandler & Co, Hendon; Berwin Leighton.

**Flagstone is equipment**  
The second was the argument based upon the acknowledged purpose of the legislation which was to protect the employee from falling between two stools in cases in which the employer having exercised all proper care and relying upon a reliable supplier in fact exposed his employee to dangerous material which had become dangerous through the fault of a third party, in the present circumstances, the supplier.

In the end his Lordship had come to the conclusion that the stronger argument was that based on the broad approach to the Act, bearing in mind its general purpose, rather than the argument based upon a precise, if not legalistic, construction of the terms of the Act itself.

His Lordship Booth agreed.  
Solicitors: Mr W. I. Murray, Liverpool; Brian Thompson & Partners, Liverpool.

## Limitation extension refused

**Dale v British Coal Corporation (No 2)**  
Before Lord Justice Dillon,  
Lord Justice Stuart-Smith and  
Lord Justice Steyn  
[Judgment June 18]

Where notice of the existence of a claim and sufficient particulars were given so long after the expiry of the statutory limitation period that it was virtually impossible for the defendant to investigate, exceptional circumstances would be required before the court would allow the case to proceed.

The test of whether the plaintiff acted reasonably in bringing the case late was an objective one: what would a reasonable man in the position of the plaintiff have done? A trade union member could usually be said to act reasonably if he followed union advice.

In considering whether the limitation period should be disapplied, where it was sought to show that a prudent employee ought to have taken special precautions against injury to an employee at particular risk, expert evidence would normally be required.

The Court of Appeal so held, granting an appeal by the defendants, the British Coal Corporation, against an order of Mr Justice Blundell on November 20, 1990, that section 11 of the Limitation Act 1980 should not apply to the plaintiff's claim, and thus dismissing an action for damages for personal injury suffered by Donald Dale.

Mr Simon Hewksworth, QC and Mr Robert J. Moore for the corporation; Mr Christopher Holland QC and Mr Howard Elgot for Mr Dale.

LORD JUSTICE STUART-SMITH said the plaintiff, born in 1927, a diabetic since the age of five, was a welder at Lifford Colliery. On June 25, 1972 a spark had entered his boot and caused a burn which had subsequently ulcerated. As a result his left leg had to be amputated. When the accident happened he had not been wearing spats.

The plaintiff had subsequently received £500 from a medical tribunal where he was represented by the National Union of Mineworkers. He had known the loss of his leg was attributable to the accident but local union officials did not support his claim to be entitled to more money.

He had written in November 1973 to the union's president, Mr Arthur Scargill, complaining that he was getting no satisfaction locally. Mr Scargill had replied that it appeared he might have a case at common law and advised him to contact his branch secretary immediately. The plaintiff had not done so, although he had spoken to the deputy secretary who lived nearby.

His Lordship said that the plaintiff's right leg had also been amputated. As a result of a conversation with an attendant, he had seen a solicitor on September 3, 1987 who had issued a writ and statement of claim.

The court should take into account the plaintiff's prospects of success in considering whether the limitation period should be disapplied. But it should not attempt to determine the merits on affidavit evidence. All that should be done was to determine the overall prospects.

The trial judge had been persuaded that the defendants were aware the plaintiff suffered from diabetes and formed the view that a claim on the basis of *Paris v Stepney Borough Council* (1951) AC 367 had a chance of success.

Mr Holland had submitted that it was not incumbent on the plaintiff to advance evidence that a prudent employee would have known of the special risk of such an injury to a diabetic plaintiff.

His Lordship was not impressed by that argument. Where it was necessary to show that a prudent

employer should have taken precautions not taken by the defendants there should normally be expert evidence.

In his Lordship's judgment, where the existence of a claim and sufficient particulars were given so late that was virtually impossible for the defendant to investigate, the defendant was gravely prejudiced and it would require exceptional circumstances for the court to disapply section 11 of the 1980 Act.

The judge had decided that not writing back to Mr Scargill for most people in the circumstances was the face of it unreasonable. But he had not been prepared to find that it was unreasonable in the plaintiff's case.

The judge had applied a wholly subjective test of reasonableness to the conduct of the plaintiff in bringing the case late. That was one what would a reasonable man in the position of the plaintiff have done? A trade union member could usually be said to act reasonably if he followed union advice.

The court was free to exercise its

discretion afresh and would do so in favour of the defendant.

Lord Justice Steyn delivered a concurring judgment.

LORD JUSTICE DILLON said that the plaintiff knew at the time of the amputation of his left leg that his loss was attributable to the accident.

In 1975 he knew he might have a claim for common law damages. He was advised by Mr Scargill to take immediate steps but decided not to.

The colliery had closed in 1981. It was not until 1988 that any claim was initiated to the defendant.

On those facts the judge had been plainly wrong to disapply section 11. He had been led into error by failing to take an objective view of the plaintiff's reasonableness and failing to assess the prejudice to the defendants.

The fact that the plaintiff had died since the start of the action was irrelevant to the correctness of the judge's order.

Solicitors: Nabarro Nathanson, Doncaster; Hackett Jones & Goodall, Dewsbury.

## Claim against trade union de-recognition fails

**Associated Newspapers Ltd v Wilson**  
Before Mr Justice Wood, Mr A. C. Blythton and Mr J. A. Powell  
[Judgment June 25]

A journalist failed in his claim under section 23(1)(a) of the Employment Protection (Consolidation) Act 1978 of infringement of his right not to have action taken against him as an individual by his employers for the purpose of deterring him from or penalising him for being a member of the National Union of Journalists following the withdrawal of union recognition and consequent loss of collective bargaining rights.

The Employment Appeal Tribunal, by a majority, Mr A. C. Blythton dissenting, so held when allowing an appeal by Associated Newspapers Ltd, from a London Industrial Tribunal in October 1990 that they had contravened section 23(1)(a) of the 1978 Act in that they had taken action short of dismissal against Mr David Williams Wilson.

Section 23 provides: "(1) ... every employee shall have the right not to have action (short of dismissal) taken against him as an individual by his employer for the purpose of - (a) preventing or deterring him from being or seeking to become a member of an

independent trade union; or (b) penalising him for doing so."

Mr Nicholas Underhill, QC for Associated Newspapers Ltd; Mr John Hendy, QC and Mr Jennifer Eady for Mr Wilson.

MR JUSTICE WOOD said that Associated Newspapers published the *Daily Mail*, *Mail on Sunday* and the *Evening Standard*. The applicant was a news sub-editor on the *Daily Mail*. He was a member of the National Union of Journalists and in 1986 became joint author of that chapel.

Early in 1989 the editors of all three newspapers sought to end the collective relationship between themselves and their journalists and to establish individual contracts for each journalist. On June 27, 1989 the group board approved withdrawal of union recognition.

By April 1990 all but 15 of the 173 members of the chapel had signed individual contracts, with substantially the same terms and conditions as formerly but with pay individually negotiated. The applicant was one of the 15 who did not sign.

The applicant had to prove that Associated Newspapers had taken action short of dismissal against him as an individual which contravened section 23(1)(a).

It was then for Associated Newspapers to show the purpose for

which the action was taken against the applicant.

Under the section the individual was not entitled to complain if he suffered indirectly from the collective action but only if the employer took action against him personally.

The industrial tribunal considered what action Associated Newspapers had taken and found that they had de-recognised the union, had changed the journalists' conditions of employment and had paid a salary increase only to those who had signed the new contracts.

It held that the de-recognition did not fall within section 23(1) because it was not action taken against the applicant as an individual but that both the change of conditions and increased salary did.

The majority of the appeal tribunal disagreed. The only relevant action within the meaning of section 23(1)(a) was the offer of a pay rise but that alone did not affect the applicant's union membership, or cause loss of benefit.

The industrial tribunal's conclusion that the employers had changed the applicant's terms of employment was contrary to the evidence. The appeal would be allowed and leave to appeal granted.

Solicitors: Farrer & Co; Stephens Innocent.

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071-481 4481 CRÈME DE LA CRÈME 071-481 9313 071-782 7828

## SECRETARY TO HEAD OF POLICY UNIT - INSTITUTE OF DIRECTORS

This position requires a mature, organised senior secretary/P.A. with excellent shorthand speed and word-processing skills, who has worked at a senior level for a minimum of seven years. The secretary will also be required to manage an extremely busy diary, organise travel arrangements, communicate at all levels with ease and diplomacy, and be able to take his or her own initiative in the absence of the Head of the Policy Unit.

Excellent pay and benefits are offered.

Please send handwritten application enclosing CV to: The Personnel Officer, IOD, 116 Pall Mall, London SW1Y 5ED. NO AGENCIES, PLEASE

## Secretary/PA to Partner

Major architectural and interior design practice in Kensington (four minutes KHS tube) requires experienced and enthusiastic secretary. Good shorthand essential and previous Apple Mac experience would be an advantage. Package includes attractive salary, pension scheme, free life insurance and subsidised lunch facility. (No Agencies)

Please send CV to  
Alan Rutherford  
GMW Partnership  
PO Box 1613  
239 Kensington High St  
London W8 6SL

## EXCEPTIONAL YOUNG SEC £15,000 p/yr

Leading U.S. on based superb opportunity for young fast-moving person. Excellent pay inc. gym, paid off, BUPA, induction training, free lunches, good basic salaries etc. Must be bright, articulate min 2 yrs work exp. O levels. Audio/typo 60 wpm typing. Age 20-25.

Val Wade Recruitment 071-437-5793

## STAFF REQUIRED

Self motivated Lettings & Sales Negotiators for established S.W. London Estate Agents. Experience desirable but will train if necessary. Excellent prospects for right person. Salary & commission by arrangement.

Apply: John P. Dennis 071-473-8881

## MERIDIAN

EXCEPTIONAL CAREER PA (based Northants)  
This dynamic entrepreneur needs a PA with fluent French, without commitments, free to travel, polished enough to help client Head of State, etc. Accommodation & relocation costs will be paid. Neg salary & generous profit share.

Call Barbara Sherwin Rec Cons

FUND MANAGEMENT ASSISTANT  
to £20,000 + Pkg (A&E)  
A superb opportunity for a mature, articulate & career minded assistant - with financial background - to support directors, clients & fund managers. Major involvement & career potential.

Call Emily Aldrich 071 255 1555

MEDICAL SECRETARY  
Wanted to join friendly team in private GP's practice in SW1. Wonderful salary negotiable.

071 245 9336

## EXPERIENCED PA/SECRETARY TO MANAGING DIRECTOR

For small energetic office of long established property and building company, with an interesting variety of work. First class secretarial skills and ability to work on own initiative essential. Preferably applicants should be within 1 hour travelling time. Excellent references essential. Salary up to £17,000 depending on experience.

Please send CV and full details to: ROBINSON CONSTRUCTION LIMITED

Burlington House, 184 New Kings Road, London, SW6 4SW

## PRIVATE SECRETARY/ PERSONAL ASSISTANT

Highly qualified and organized. Must have excellent secretarial skills and knowledge of office systems, together with some household management experience. Knowledge of French an advantage.

Only applicants with similar experience, who send full CV with photo and references will be considered.

Write to Box No. 9221

## Ladies Designer Fashion Company

Requires PA/Office Manager with good knowledge of wordperfect 5.1, fluent Italian and computer experience.

A very mature and intelligent person is required for this position to take responsibility for much of the everyday running of the business.

Please write to: A. Zarbani, ACA Distribution Ltd, 107 Park Street, London W1P 3PH

ITALIAN Spicy Restaurants. Exp. 12 m/2 m/3 m/4 m/5 m/6 m/7 m/8 m/9 m/10 m/11 m/12 m/13 m/14 m/15 m/16 m/17 m/18 m/19 m/20 m/21 m/22 m/23 m/24 m/25 m/26 m/27 m/28 m/29 m/30 m/31 m/32 m/33 m/34 m/35 m/36 m/37 m/38 m/39 m/40 m/41 m/42 m/43 m/44 m/45 m/46 m/47 m/48 m/49 m/50 m/51 m/52 m/53 m/54 m/55 m/56 m/57 m/58 m/59 m/60 m/61 m/62 m/63 m/64 m/65 m/66 m/67 m/68 m/69 m/70 m/71 m/72 m/73 m/74 m/75 m/76 m/77 m/78 m/79 m/80 m/81 m/82 m/83 m/84 m/85 m/86 m/87 m/88 m/89 m/90 m/91 m/92 m/93 m/94 m/95 m/96 m/97 m/98 m/99 m/100 m/101 m/102 m/103 m/104 m/105 m/106 m/107 m/108 m/109 m/110 m/111 m/112 m/113 m/114 m/115 m/116 m/117 m/118 m/119 m/120 m/121 m/122 m/123 m/124 m/125 m/126 m/127 m/128 m/129 m/130 m/131 m/132 m/133 m/134 m/135 m/136 m/137 m/138 m/139 m/140 m/141 m/142 m/143 m/144 m/145 m/146 m/147 m/148 m/149 m/150 m/151 m/152 m/153 m/154 m/155 m/156 m/157 m/158 m/159 m/160 m/161 m/162 m/163 m/164 m/165 m/166 m/167 m/168 m/169 m/170 m/171 m/172 m/173 m/174 m/175 m/176 m/177 m/178 m/179 m/180 m/181 m/182 m/183 m/184 m/185 m/186 m/187 m/188 m/189 m/190 m/191 m/192 m/193 m/194 m/195 m/196 m/197 m/198 m/199 m/200 m/201 m/202 m/203 m/204 m/205 m/206 m/207 m/208 m/209 m/210 m/211 m/212 m/213 m/214 m/215 m/216 m/217 m/218 m/219 m/220 m/221 m/222 m/223 m/224 m/225 m/226 m/227 m/228 m/229 m/230 m/231 m/232 m/233 m/234 m/235 m/236 m/237 m/238 m/239 m/240 m/241 m/242 m/243 m/244 m/245 m/246 m/247 m/248 m/249 m/250 m/251 m/252 m/253 m/254 m/255 m/256 m/257 m/258 m/259 m/260 m/261 m/262 m/263 m/264 m/265 m/266 m/267 m/268 m/269 m/270 m/271 m/272 m/273 m/274 m/275 m/276 m/277 m/278 m/279 m/280 m/281 m/282 m/283 m/284 m/285 m/286 m/287 m/288 m/289 m/290 m/291 m/292 m/293 m/294 m/295 m/296 m/297 m/298 m/299 m/300 m/301 m/302 m/303 m/304 m/305 m/306 m/307 m/308 m/309 m/310 m/311 m/312 m/313 m/314 m/315 m/316 m/317 m/318 m/319 m/320 m/321 m/322 m/323 m/324 m/325 m/326 m/327 m/328 m/329 m/330 m/331 m/332 m/333 m/334 m/335 m/336 m/337 m/338 m/339 m/340 m/341 m/342 m/343 m/344 m/345 m/346 m/347 m/348 m/349 m/350 m/351 m/352 m/353 m/354 m/355 m/356 m/357 m/358 m/359 m/360 m/361 m/362 m/363 m/364 m/365 m/366 m/367 m/368 m/369 m/370 m/371 m/372 m/373 m/374 m/375 m/376 m/377 m/378 m/379 m/380 m







CHANNEL 4

9.20 Channel 4 Daily. 30(27937).

9.25 Elly and Jojo. Adventures of a schoolboy with a ghost for a friend (1) (746685) 9.55 The Henderson Kids (1) (7317103).

10.20 Star Test. The computer-generated kids Wendy James, lead singer of the band, London (588111).

10.50 DanceDance. Dance acts recorded live at the *British Academy* (1) (193482) 11.50 *Magoo's Masterpiece*. Cartoon (7014108).

12.00 The *Parliament Programme* presented by Anne Perkins (94444).

12.30 Don't Quote Me. Film (1) (45327).

1.00 *Don't Quote Me*. Continuing early-learning series (1) (32192).

2.00 Film: *Catherine the Great* (1934, b/w) starring Elizabeth Bergner, Douglas Fairbanks Jr and Flora Robson. Historical drama about the German princess who became empress of Russia. Directed by Paul Canner. (Teletext) (57395).

3.45 *Don't Quote Me*. Continuing early-learning series (1) (32192).

4.00 *Check Out '92* (1) (60) 4.30 *Countdown* (1) (44).

5.00 *The Oprah Winfrey Show*. Today's guests are all relatives of people who have mysteriously disappeared (7864901).

5.55 *Small and Hardy*. Cartoon (22866).

6.00 *My Two Dads*. American comedy (1). (Teletext) (37).

6.30 *Tales From the Pooch Deck*. Adventures of Blackheart the pirate (1). (Teletext) (189).

7.00 Channel 4 News with Jon Snow and Anne Perkins. (Teletext) Weather (563289) 7.50 *Comment* (59869).

8.00 The Big Day Live on the Line.  
© CHOICE. A cheery film from an older sombre series follows Diana, fashion editor and single parent, on blind dates with three fellow Afro-Caribbeans. Dotun, an aspiring crime writer looking for "a wacky girl who will teach him the meaning of life" takes her to an art gallery. There it is dinner on the Lane with musician Anthony. "She may be a little over the top," he says. Finally, she meets Anthony, a Hatton Garden jeweller, outside the Albert Hall and is startled to find herself at a boxing show. The camera eavesdrops on each date and records Diana's verdict on the three suitors, as relayed to her inquisitive young son. The project is conducted with its greatest goal in mind: to get the touch in to the black face world. The film is a pleasing rebuttal to the charge that black people tend to be portrayed on television as "problems" (5869).

8.30 The Crystal Maze. Adventure game show (1) (72463).


9.30 *Star Stories: Heavy Petting*.  
CHOICE. A documentary from the American film-maker Obe Benson, which funtresses the heavy-handed moralising of sex education films in the 1950s with what actually went on, as recalled by William Burroughs, Allen Ginsberg, David Byrne and others. The film dispenses with commentary but is embellished by the pop music of the period and celluloid glimpses of Marilyn Monroe, Marlon Brando and James Dean. The result is frank, rude and funny. The film is a product of the bitty, shapeless structure and the feeling that beneath the relentless jocularism there are serious themes trying to get out. All the same; as a portrait of a more innocent, pre-permissive age, when VD was seen as the penalty for unprotected sex and Aids was years into the future, Heavy Petting has its value. (Teletext) (842024).

9.55 *Five Frames Painted Faces*. A short set in an artist's studio (1) (82024).



**Miscarriage? Kenny Richey faces the electric chair (8.30pm)**

- 8.30 **This Week:** The Brit on Death Row. The story of Kenny Richey, a 26-year-old Scot sentenced to die in the electric chair at the Ohio state penitentiary after being found guilty of an arson attack in which a two-year-old girl was killed, although there was no direct evidence linking Richey to the crime. (Oracle) (6734)
- 9.00 **LA Law.** American courtroom drama series. (Oracle) (5579)
- 0.00 **News** at Ten with Julia Somerville and Trevor McDonald. (Oracle)
- 0.00 **Weather** (7531) 10.30 **Thames News** (841395)
- 1.15 **Open House** a new of the Market exhibition at the National Gallery (5) (59227)
- 1.45 **Prisoner:** Call Black H. More dramas concerning the caged women of Wentworth (706208)
- 2.10am **Duels of the Mind.** Raymond Keene, grandmaster and chess correspondent of The Times, examines the Paulsen v Morphy game played in New York in 1857 (1503319)
- 2.40 **Alfred Hitchcock Presents:** When This Man Dies. A compulsive murderer is sentenced to death money in the film (7305628)
- 5.15 **Fires:** Queen of Diamonds (1976). German-made dramatic smuggling drama starring Olga Georges-Picot and directed by Raymond R. Homer (804222)
- 5.30 **Handball.** American police drama series. This episode features British actress Millicent Martin (y) (80135)
- 6.00 **News** Sessions. Manchester band the Days perform at Hayward Hall, Middlesex (545)
- 7.30 **America's Top Ten** (y) (38390)
- 8.00 **Videoaction** (y) (87131)
- 8.30 **Ten Morning News** with Tim Nelson (77628). Ends at 6.00



**Rocking In Brazil: George Michael In concert (11.10pm)**

**1.10 Rock In Rio.** The first of four programmes of highlights of the rock concert held in Rio de Janeiro last year featuring more than 20 top acts. Tonight's programme includes Guns n' Roses, Judas Priest, George Michael and Faith No More (s) (428918)

**2.10am Film: Death Of An Angel (1951, b/w)** starring Patrick Barr as a doctor who becomes a prime suspect when his wife is murdered. Directed by Charles Saunders (5801241)

**1.25 Film: Murder at the Windmill (1949, b/w)** starring Jon Pertwee. Murder mystery set in the famous West End theatre. Directed by Val Guest (3816654). Ends at 2.40

10 Nature Watch (81).  
12734) 11.10 Prisoner: 8

[illegible][illegible]

The MS Caledonian Star is a first class expedition cruise ship and ideal for such a journey. On board, there will be up to 100 passengers. Accommodation is 'outside' with shower and toilet and the fully air-conditioned ship offers considerable comfort and luxury with its main lounge, bar, lecture room, swimming pool, ample sun and observation decks, beauty salon and clinic. There is an open bridge policy on board and a single-sitting restaurant. The officers and management are Scandinavian and the caring crew, Filipino.

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ARTA C9796

## High Road (7853) 5.10-5.40

**RADIO 3**

5.55am Weather; News Headlines  
6.00 Morning Concert: Ireland (A  
London Overture; London  
Symphony Orchestra under  
John Barbirolli; Rossini, ar  
Britten; French musicals.  
Op. 24: National Philharmonic  
Orchestra under Boryong)

9.30am News  
10.00am News; European Concert  
by Edward Shipley, Brahms' and  
Webern  
• CHOICE: Tonight's concert,  
recorded in March, includes an  
orchestral piece that has a  
tenuous link with Hitler.  
Shipley's Hallel Lullaby, which  
received its world premiere at  
this concert, was inspired by

noveva: New Philharmonic

Granger (Always Merry and Bright: Penelope Thwaites and John Lavender, pianos); Mozart (Oberte Quartet in F, K370, members of the Nash Ensemble); Shostakovich (Piano Concerto No 2 in F; Dmitri Alexeyev; English CO under John Maksymuk)

**1.30 News**

**1.35 Composers of the Week: Maurice Ravel (R)**

pierced Christ's side on the cross. Hitler venerated it, believing its mystic powers would help him to conquer the world. Tonight's heroes are Brahms' First Piano Concerto (Solos), Christian Tetzlaff and Nielsen's Symphony No 5

**9.15 Portuguese Keyboard Music in the first of two**

insky, piano): Pictures

0.35 **Beethoven and Schubert:**  
Krzysztof Szmetana, violin,  
John Bakley, piano, perform  
Beethoven's Sonata in D  
394; Beethoven's Sonata in A  
minor, Op 23

0.10 **BBC Philharmonic under Yan**  
Pascal Tormer performs  
Handel's *Symphony in E*  
flat

0.45 **Ten March Special, England**  
Baptista (Sonata in C minor);  
José de Sant'Ana (Sonata in D  
minor); Seixas (Sonata in G  
minor) (5)

9.55 **Music in Our Times:** Stephen  
Plaistow introduces highlights  
from a concert given in  
November 1991 at the  
Almeida Theatre. BBC Singers  
under Simon Joy performs  
Schubert's *Choral Fantasia*; *Die  
Vier Sten (Four Madrigals)*

### the third Test at Old

11.00 **Before the Blues:** Old Country Stomp. The fourth of an eight-part award-winning series exploring the origins of blues music. Paul Oliver recalls

Wednesday, 3.45 Court

discussion on the county scene with Graeme Fowler, Simon Hughes and Nick Clegg. 4.00 *Commentary and close of play summary* (If play finishes early, Radio 3 will revert to a music schedule)

1.10 **Evening Sequence:** A selection of music on records

7.25 **BBC Symphony Orchestra:** Andrew Davis conducts works by Beethoven, Brahms, and string bands continued to thrive in the county districts (11-30 News)

11.35-12.55 **Concerts of the Week:** *Bruch* (Eight Pieces, Op 83 Nos 3, 5 and 6; in *Memoriam*, Op 65; *Parsifal*, *Seven Lieder*, Op 71; *Eight Pieces*, Op 83 No 6 – final version) (1)

1.00-2.00 **Night School** (except in Scotland) (see Radio 5 at 9am)

COMPILED BY PETER DEAR AND GILLIAN MAXEY

## George GBH (1993)

3.30 **The Hospital**  
**CHOICE:** Company's Watergate/Wagner, understated, understated. Radio 4 series for eight weeks, has the advantage over most listeners. **CHOICE:** Company's Watergate/Wagner, understated, understated. Radio 4 series for eight weeks, has the advantage over most listeners.

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13	<b>The Village Idiot.</b> Third of a series of plays by Eugene O'Neill. Read by Roger McGough	8.45	<b>Travels with Mrs T.</b> David Storer, following in the footsteps of Mrs Robert Trollope, explores the Harz Mountains (4)
30	<b>Woman's Hour looks at toy boys and biggies: reports on the new Phonograph Trust; and meets the baroque violinist Nicola Conceretti, in 1,400 Hermsdorf</b>	9.00	<b>What's the Sugar?</b> Magazine for disoriented listeners
33	<b>From Quat: Correspondent</b>	9.30	<b>Kaleidoscope (2)</b>
36	<b>You and Yours, with John Peel</b>	9.45	<b>The Financial World Tonight</b>
42.55	<b>Slightly Soggy: Gil Pyral</b>	10.00	<b>The World Tonight (3)</b>
		10.45	<b>A Root at Bedstead: The Way of the World, by Moliere. Read by Richard Leech (4)</b>

11:50 The Quisition: First episode of a  
 comedy story thriller by  
 Bruce DeBick  
 11:30 Today in Parliament  
 12:00 12-10am News, Inc. 12 27  
 12:30 12-35 Shipping  
 12:40 World Service (LW only)

کتابخانه مسجد اعظم



● BUSINESS 19-27  
● ACCOUNTANCY  
TIMES 29

# BUSINESS TIMES

THURSDAY JULY 2 1992

SPORT  
30-34

## TODAY IN BUSINESS

### NEW ENERGY



Keen to diversify overseas, British Gas has won a contract to develop 70 years of oil and gas reserves in Kazakhstan, the former Soviet republic, at a cost of \$3 billion. **Page 21**

### CHARTER CURBED

Lower interest rates held back profits at Charter Consolidated, the cash-rich industrial group. **Tempos, page 20**

### OUTSIDE ORDER

Midlands Electricity wants as much as a fifth of all profits to come from areas outside the regulated electricity industry. **Tempos, page 20**

### COFFEE STAIN

Provisions of £40 million from an associate coffee business led Berisford International, the property and commodities group, into a half-year loss. **Page 21**

### FOOD FAREWELL

Lord Sainsbury, retiring in November from the helm of the family business after 23 years, chaired his last annual meeting yesterday. **Page 21**

### THE POUND

US dollar 1.9132 (+0.0102)  
German mark 2.8970 (-0.0022)  
Exchange index 93.2 (+0.1)  
Bank of England official base rate (4pm)

### STOCK MARKET

FT 30 share 1917.3 (-25.0)  
FT-SE 100 2493.9 (-27.3)  
New York Dow Jones 3338.31 (+19.79)  
Tokyo Nikkei Ave 16325.07 (+373.34)

### INTEREST RATES

London Bank Base: 10%  
3-month interest: 10 1/8-10 1/4%  
3-month eligible bills: 9 1/8-9 1/4%  
US: Prime Rate 8 1/2%  
Federal Funds 3 1/4%  
3-month Treasury bills 3.55-3.54%  
30-year bonds 102 1/2-102 1/4%

### CURRENCIES

London: New York  
£: \$1.9114  
DM: £1.1170  
Sfr: £1.3655  
¥: £1.4311  
¥: £1.2430  
¥: £1.2430  
Index: 93.2  
Ecu: £0.77281  
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Ecu: £1.43985

### GOLD

London: New York  
AM \$343.00 (\$343.55)  
close \$343.00 (\$343.55) (\$179.30-179.80)  
New York  
Close: \$345.15-345.65

### NORTH SEA OIL

Brut (Jul) \$20.50 bbl (\$20.35)

### RETAIL PRICES

RPI: 139.3 May (1987=100)  
\* Denotes midday trading prices

## Closer link with BAe could create dominant defence group

# GEC suggests private-sector future for EFA

BY ROSS TIEMAN, INDUSTRIAL CORRESPONDENT

THE General Electric Company has approached the defence ministry about linking with British Aerospace to offer a private-sector solution for the future of the £22 billion European fighter aircraft (EFA) programme.

Although no firm proposals have been drawn up, GEC apparently believes that Britain's two biggest defence contractors could co-operate to take over management of the project, delivering the same warplane, at lower cost, to Britain, Italy, and Spain.

Such an initiative would reinforce Britain's leading role in the European defence industry. BAe and GEC are the two leading British contractors on EFA. They have more than 3,000 staff working on the project under contracts worth more than £1 billion. It would also secure far closer collaboration between Britain's two biggest defence contractors, a move that GEC has long advocated but that BAe and the government have resisted.

Lord Weinstock, GEC's managing director, said it was "an interesting idea that could offer a way forward and which might provide a cheaper solution with an element of private-sector risk for the prime contractor that is at present lacking."

Lord Weinstock may believe yesterday's German decision not to buy EFA could provide "an opportunity to achieve his long-standing ambition. Last summer, he tried unsuccessfully to exploit BAe's slide into losses to achieve closer links, arguing that a single, dominant UK

defence contractor would give better value for taxpayers, and compete more effectively with overseas rivals.

If control of EFA were shifted to UK companies, the contractors believe streamlined management and economies of scale would cut delays and costs, and perhaps increase the chance that Germany will buy the plane later. It would also facilitate restructuring of the UK defence industry to cope with reduced defence spending and increased competitive pressures.

In the longer term, an integrated aerospace and electronics grouping might form an alliance with French defence groups to produce EFA's successor. British defence industry sources say France has proved a reliable and committed partner in collaborative projects, such as the Jaguar aircraft. BAe and GEC are already co-operating with French partners on individual projects.

GEC's qualifications for assuming a greater role in EFA are hard to challenge. The company yesterday silenced critics and delighted the City by promising to lift its dividend after announcing increased profits. GEC has also increased its cash reserves. In the year to the end of March, GEC recorded a pre-tax profit of £829 million (£818 million), on sales down a whisker at £9.43 billion. The cash surplus rose to £348 million to £376 million. The final dividend is to be lifted to 7.05p (6.7p), making 9.6p, up 3.78 per cent, and covered 1.94 times by earnings.

GEC said it saw no improvement in the British economy. However, a strong

performance in defence and telecommunications, backed by rising profits from its European interests in the manufacture of trains and power station equipment, gave the board the confidence to improve the dividend payout.

The breadth of GEC's activities, and the strength of its financial controls, have allowed it to ride out falling profits from UK industrial and commercial markets. In some areas, including the joint venture manufacture of Hotpoint domestic appliances in tandem with General Electric of America, the group managed to raise profits and market share despite weak demand.

The improvement has continued to cost jobs, however. About 14,500 went last year, including 10,000 in the UK, reducing the total to 148,000. Thousands more jobs are expected to go this year, particularly from the defence business. GEC Marconi, spending on research and development stayed at £1.04 billion. Faced with stagnant defence spending GEC has pushed up civil sales at GEC Marconi to 27 per cent. It expects more success in transferring military technology to civil markets.

The company believes its railway, power plant, telecommunications and medical equipment businesses offer the best growth prospects. But it is not neglecting consumer markets. GEC expects to launch a video telephone this year, and has almost completed development of an airline in-flight entertainment system.

Best solution, page 23



Qualified for the job: GEC, under Lord Weinstock, may save the EFA project

## Bush calls for cut in US rates as signs of recovery weaken

BY COLIN NARBROUGH, ECONOMICS CORRESPONDENT

WITH only days to go before the world economic summit in Munich, President Bush was still showing an expanding manufacturing economy, despite the big fall in June. A reading above 50 per cent is taken as evidence of growth.

Mr Bretz also noted that the new orders index was at 58.3 per cent in June, which suggested that the economy would continue to grow over the next month or two.

President Bush said he did not want to put pressure on the Fed to reduce interest rates or undermine its independence. Mr Bretz said he thought that the fall in the NAPM index should not affect interest rate decisions.

Meanwhile, Theo Waigel, the German finance minister, suggested in Bonn that German interest rates could be cut soon. Today's Bundesbank council meeting is, however, not expected to adjust key official lending

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## Investors decline to take up Telegraph flotation offer

BY NEIL BENNETT, BANKING CORRESPONDENT

THE flotation of The Telegraph plc has flopped, with more than two-thirds of the shares in the £42.25 million offer for sale left with underwriters. The company said it received 3,700 applications for the 3.04 million shares when the offer closed at 10 p.m. yesterday. Almost 10 million shares remained unsold.

Institutional investors rejected the offer because of the recent fall in the stock market and the growing opposition to new share issues. Institutions and analysts also voiced concerns about the company's future acquisition plans.

The poor prospects for short-term profits ensured that private investors, including the *Daily Telegraph's* readers, had little appetite for the shares.

The offer for sale accounted for half the shares in the flotation. Last week, Cazenove, the stockbroker, successfully placed 12 million shares with institutions while Wood Gundy, the Canadian broker, took another 1 million to sell to institutions.

The underwriting means that Hollinger, The Telegraph's Canadian parent, will raise £84.5 million from the float before expenses. Hollinger has now reduced

its stake in the company from 87 to 66 per cent.

The failure of the offer means The Telegraph's shares are likely to open at a deep discount to the 325p flotation price when they start trading next Wednesday. Some of the sub-underwriters may decide to sell their holdings into the market immediately. Analysts estimated they could trade in the market for as little as 280p.

A merchant banker at N.M. Rothschild, the company's advisers, blamed the poor response on the fall in the stock

market since the price was announced last week. "We are philosophical rather than depressed. In the general air of gloom in the market at the moment it was inevitable demand would suffer," he said.

He denied that the failure of the offer for sale would dent The Telegraph's image. "At the end of the day the quality of the company will determine its standing."

Mr Leigh-Pemberton said: "Whatever the regulatory re-

gime, the competence and ethics of practitioners are bound to remain the essential underpinning to a sound and honest market. The institute will help to provide the infrastructure, in terms of trained and qualified personnel, to sustain the City's reputation."

"The stock market has always prided itself on its integrity and professional expertise. These qualities are as important as ever and subject to greater scrutiny from regulators, the press and the general public," he added.

The institute was founded in March and has replaced individual membership of the

London Stock Exchange. It already has 3,500 members, most of whom have transferred from the stock exchange. It hopes to expand this to 5,500 by March.

Its main role will be to organise a training and qualification programme on behalf of the Securities and Futures Authority. Prospective members of the institute will have to pass three levels of exams, foundation, competency and professional, before they can join.

The institute has also drawn up a code of ethics and will discipline members that break the rules.

## Governor wants better training

BY OUR BANKING CORRESPONDENT

ROBIN Leigh-Pemberton, the Governor of the Bank of England, last night called for a high level of training and professional standards in the securities industry to protect the City's position as a world-wide financial centre.

He was speaking at the official launch of the Securities Institute, the new professional body for the City's stockbrokers, asset managers and corporate financiers.

The institute will be responsible for training and qualifications in the securities industry.

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## Big day for Lloyd's future

BY JON ASHWORTH

TWO of the most far-reaching reports on the conduct of Lloyd's will be published today as names face new demands for £307 million in the wake of catastrophic losses in the 1989 underwriting year.

Names on the hardest-hit syndicates face losses of four times their premium income limit at Lloyd's. Measures requiring names to spread their risks through the insurance market seem certain in the wake of Sir David Walker's discovery of widespread incompetence among members' agents.

The Walker report rules out systematic fraud among market professionals but alleges that members' agents were guilty of significant incompetence in recommending high-risk syndicates to names.

Calls for tighter regulation of Lloyd's are likely to follow publication of Sir Jeremy Morse's report on future management of the insurance market. Sir Jeremy was appointed in January to review proposals that the regulation and day-to-day running of the market should be separated.

Names on syndicates run by the Gooda Walker underwriting agency face total cash calls of £545 million after new demands announced yesterday. Losses on seven Gooda Walker syndicates make up a quarter of the £2.09 billion incurred by Lloyd's members in the 1989 year.

Names on syndicate 298, the hardest hit, face average losses in 1989 of 420.58 per cent, meaning that those who wrote a typical line of £25,000 are being asked to pay out 4.2 times that amount — or £105,000.

More than 2,000 underwriting members of Lloyd's had their affairs managed by Gooda Walker, which was placed in liquidation last year. Since October, management of the syndicates has been handled by GW Run-Off, a managing agent appointed by Lloyd's.

Ralph Sharp, manager of GW Run-Off, said cash calls had been based on the lower end of market estimates. It was possible that more funds would be needed, but he hoped to avoid further cash calls this year.

Wall Street, page 22  
Comment, page 23

Lloyd's struggles, page 25  
Comment, page 23

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TEMPIUS

## Granada gets its profits picture in focus

IT has not taken long for Gerry Robinson to work his spell on Granada. Pre-tax profits of £57.2 million in the six months to mid-April, a 49 per cent rise, matched the demands set by the share price. This has outstripped the market by 70 per cent since the start of the year.

According to Mr Robinson, the magic consisted of simplifying the structure of the group and improving operating efficiency. That was certainly the case at the troublesome computer services division, which achieved a £7.9 million turnaround in the half-year, to make a £4.3 million profit on an unchanged turnover.

Higher advertising revenue and lower levy charges contributed to a 26 per cent advance in the television programming division but there were setbacks for UK TV rental and leisure. The biggest influence on the pre-tax figure was the £15.2 million improvement in the interest charge, to £19.3 million, thanks to the £163 million rights issue last summer.

The enlarged share base means that the advance at the earnings level is limited to 15 per cent, at 8.2p a share, sufficient to persuade the board to hoist the interim payment from 2.5p to 2.75p.

So far, so good. But already the market is getting twitchy, and is questioning Granada's ability to keep up the pace. However, there will no further losses in Canada, now that the troubled rental business there has gone, and UK rental operations are only beginning to see the benefits of the new customer accounting system. Reorganising the motorway services, ten-pin



Charter trio: Nigel Robson, finance director, Charles Parker, commercial director, Jeffrey Herbert, chief executive

bowling clubs, hotels and travel business that compose the leisure division has yet to produce results. County Natwest is looking for up to 15p of earnings for the full year, which means the shares, at 256p, are selling on a prospective multiple of more than 17. High, maybe, but justified.

### Charter Consolidated

THE trouble with being awfully rich, as Charter Consolidated — which had net cash balances of £122 million at the end of March — should

know, is the pain you suffer when interest rates fall.

Despite recession, profits from Charter's managed businesses made a creditable 5 per cent advance in the year, to help lift operating profits from £58.3 million to £59.2 million. But though the average yield achieved by treasury management was 11.7 per cent, compared with a market average yield of 10.9 per cent, a 24 per cent reduction to £14.6 million in interest received clipped Charter's pre-tax profits from £77.5 million to £73.8 million. The total dividend still rose. Without the interest let-down and higher tax, Charter would

have been spared its first net earnings drop in five years.

But the new management team, and direction, that came into Charter five years ago has turned the business round; perhaps profits and earnings will become more vigorous.

One spin-off from the recession is that anxious sellers of assets which could well fit Charter's profile are continuously knocking at its door. With cash in hand, time is on Charter's side. Meanwhile, the fight against costs goes on — not only at Charter but at Cape and at Johnson Matthey too. Charter's stakes in JM and Cape, plus its net

cash, are together worth 475p of yesterday's 538p share price, and pre-tax profits — and dividends — this year should be heading north. A 1993 profits outcome of £78 million, backed by a 22.5p total dividend, puts the shares on 12 times prospective earnings and a 5.6 per cent yield. Cheap, on a year's view.

### Midlands Electricity

UNLIKE most of its regional electric company peers, Midlands Electricity is not setting down medium-term parameters for its dividend policy.

But its directors followed up a pro forma 14.7 per cent increase in the total dividend to 17.25p for the year to March 31 with a statement that "there was a clear commitment to remain competitive". One presumes they will never go first in any reporting season.

On earnings per share up from 35.7p to 49p, the cover is 2.8 times, in line with the rest of an industry which is growing ever more anxious to demonstrate to Ofwat, its regulator, that it has adequately balanced the interests of its consumers against those of its shareholders.

In that vein, Midlands says that in the long term it wants between 15 and 20 per cent of its profits to come from stable but non-regulated areas. Midlands Gas, the first of the attempts by the electricity companies to supply gas, already has 700 customers and is expected to break even in its first full year.

Presumably to appease its local consumer lobby, Midlands makes the point that if the £14.1 million of under-recovered profits from 1990-1 that was included in the 1991-2 figures is removed, pre-tax profits rose only 4.4 per cent (after stripping out £10 million of restructuring costs). This compares with the stated real increase of 29.5 per cent, from £109.7 million to £142.1 million, and the 46.8 per cent pro forma rise from £96.8 million.

On forecasts for the current year of £164 million, up 15 per cent, a dividend of 19.5p is expected out of earnings up to 56.6p. The shares rose 11p to 337p yesterday, offering a forward yield of 6.4 per cent. A good hold.

## EC to push for cheaper telephone calls

FROM REUTERS  
IN BRUSSELS

THE European Commission is due to launch a campaign for cheaper telephone calls today with proposals that could mean abolition of national telephone companies' sole right to handle calls between European Community countries.

EC officials said the commission would publish a study proving that charges for cross-border calls were far too high

and floating proposals to allow private companies to offer telephone services alongside the state monopolies.

"It's clear and cut and dry that there's a problem, there's not enough relation between the costs (of phone calls) and the distance," said one official.

Danes pay more than four times the price of a domestic call when phoning the same distance across the border to Germany or the Netherlands, said the official. He cited examples from the study,

which results from an enquiry that was launched more than a year ago.

The same pattern was repeated across the Community, with a French caller paying 1.14 euros for a three-minute domestic call and 1.98 euros to make a cross-border call of the same time and distance.

Sir Leon Brittan, EC competition commissioner and a renowned free-marketeer, will ask his colleagues in the 17-member commission, the EC's executive body, to back

him tomorrow in demanding cuts in charges. He faces some resistance, however, other officials said.

They said some commissioners saw a danger in taking on the powerful telephone companies at a time when EC capitals wanted to see a more hands-off approach from Brussels.

Others disagreed with the idea of breaking up the telephone monopolies, especially in the community's remotest regions.

## Reject Shop sees no sign of upturn

BY MATTHEW BOND

ANTHONY Hawser and Anna Vinion, joint chairmen of Reject Shop, said yesterday that, apart from a small flurry of post-election euphoria, they had seen no evidence of the recession coming to an end.

Their comments came as the company reported pre-tax profits of £552,000 for the year to March 16, 14.5 per cent down on profits earned in 1990-1.

Net borrowings and gearing fell to £937,000 and 16 per cent respectively during the year which, together with a reduction in stocks, gave the company the confidence to pay an unchanged final dividend of 2.1p to make a total of 3.15p (3.15p).

However, the joint chairman gave warning that the company was likely to make a "considerable loss" in the first half of the current year because of a decline in furniture sales. Furniture sales contribution to overall sales fell from 42 per cent to 33 per cent.

The joint chairmen also announced that Clive Strowger will join the board as a non-executive director. The appointment of Mr Strowger comes nine months after he resigned as chief executive of Mountheigh, the property group, after a London Stock Exchange report criticising his conduct in the run-up to Mountheigh's £96 million

rights issue last year. Last month, Mr Strowger, a former finance director of Grand Metropolitan, was appointed chief executive of APV, the manufacturer of food machinery.

The company opened five new stores and there are plans for four more in the current year, taking the total chain to 28. This includes the former flagship store in Tottenham Court Road, central London, which reopened in March, four months after a firebomb attack.

Despite the new openings, total costs during the year rose 2 per cent and the direct wage bill 1 per cent, as a result of the company's cost control programme.



Vinton: warning of loss

## US takes hard line over steel dispute

FROM TOM WALKER  
IN BRUSSELS

THE European Commission yesterday accused the American authorities, who are threatening to slap duties of up to 150 per cent on EC steel imports, of firing the first shot in what could become a multi-billion dollar transatlantic trade war.

The looming dispute casts a pall over the British presidency of the EC, which could now find itself embroiled in immensely complicated trade negotiations with Washington. As well as steel there are running sores with America over trade in soya, corn gluten, beef hormones and public procurement contracts that, in

the absence of any new Gatt world trade agreement, could produce a damaging spiral into protectionism.

Washington has already told Brussels it might impose duties on EC food and drink exports worth £1 billion because of Europe's protection of its oil seed farmers, which effectively hits US soya exports.

For British Steel the dispute could not have come at a worse time. The company said this week that it made a loss of £55 million last year, reflecting, among other factors, slow growth in the American market. If Washington does take action now, that market could all but disappear.

## British Bio-technology valued at £160m

SHARES in British Bio-technology Group traded at 450p when dealings started yesterday, valuing the business at just over £160 million. Trading began simultaneously on the London market and on Nasdaq, the American over-the-counter market, at 2.30pm as the group set about placing 7.06 million new shares in the group with British and American institutional investors.

The placing, at 425p a share, will raise £30 million of new money for the company, which is the first emerging pharmaceutical company to obtain a listing on the London Stock Exchange. The new shares represent 19.8 per cent of the enlarged capital. The proceeds will be used primarily to fund the group's research and development of medical products in its chosen areas such as asthma treatment, the spread of cancer tumours, and Aids immunotherapy. All the existing equity is held by about 30 institutions and a few BBC directors, most of whom are scientists.

## Engineer pegs payout

MS INTERNATIONAL, the defence contractor and engineer, is holding its final dividend of 1.5p, making an unchanged total of 2.5p for the year to May 2. Pre-tax profits rose from £60,000 to £250,000 after the disposal and closure of loss-making businesses. Earnings were 1p (0.4p) a share. Turnover of £30.53 million, compared with £38.51 million previously, when there was a £6.5 million contribution from discontinued activities. Operating profits fell from £670,000 to £425,000, but this was offset by a decline in interest charges. There is a net extraordinary charge of £1.77 million.

## Jobs go at toolmaker

THE recession has claimed an additional 250 jobs. Jones & Shipman, the machine tool maker based in Leicester, has announced plans to cease machining metal. The company has charged £3.75 million against restructuring costs in the year to end-March, resulting in pre-tax losses of £7.35 million (£960,000 loss). Losses rose from 8.2p a share to 56.1p. There is no dividend for the year (1p). Turnover was £15.91 million (£22.38 million), leaving an operating loss of £3.04 million (£413,000 profit). The company expects little improvement in trading conditions before the end of the year.

## Bank payout expected

DEPOSITORS and creditors of the Bank of Credit and Commerce Hong Kong will, in September, receive their first payout since the bank was closed last year. Robin Hearder, the official receiver and liquidator, said in Hong Kong. Mr Hearder, quoted by the Government Information Service, said he could not give the exact size of the dividend, but was optimistic it would be about 40 per cent of the total sum owed. The final amount depended on adjudication of claims due to be lodged this month and the collection of loans.

## Jaguar enters top ten

JAGUAR has climbed into the top ten of the league table of the world's most reliable cars in the most convincing evidence that the company is shaking off two years of recession. The league table of customer satisfaction, in which Jaguar has been placed tenth, is drawn up annually by J D Power and Associates and is the survey most eagerly awaited by manufacturers, which know that it can make or break their sales in America. Last year, Jaguar ranked at twenty-fifth in the American survey after Power studied cars built in 1990.

## ICL buys Technology

ICL, the British computer group controlled by Japan's Fujitsu, has acquired Technology Plc, a computer distribution company, for about £30 million. Technology was created after the £29 million management buy-out of the computer distribution business of MBS. Technology, already one of the country's top three independent distributors, will be merged with ICL's own third-party distribution operation to make it the largest personal computer and Unix distributor in Britain.

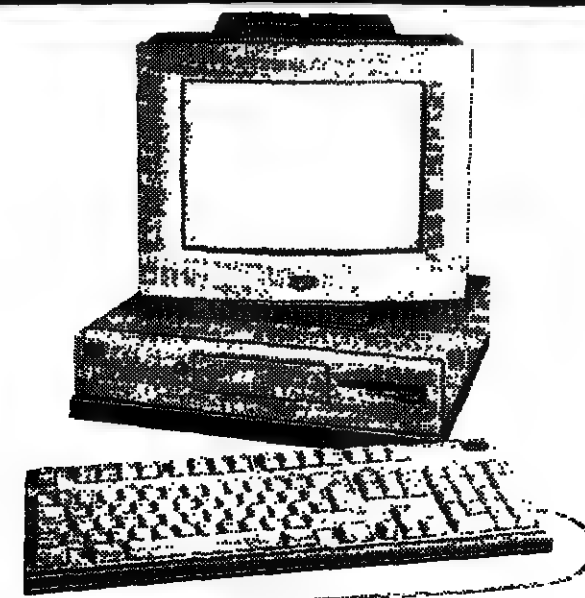
## Bunzl expands in US

BUNZL, the paper and plastics group, has acquired the assets of Camelot, an American distributor of coarse paper and plastic products, for about \$8 million. Camelot, which had sales of \$36 million in the year to last October, is Bunzl's first significant acquisition since Anthony Habgood was appointed chief executive in August last year. Bunzl's cigarette filter business, Filtrona, will produce special filters from a new factory in America in 1993.

## AT&T extends venture

AT&T says it has extended its joint venture in Ukraine to include Germany's telephone company. AT&T formed the venture with the Ukrainian telephone ministry and PTT Telecom Netherlands, the Dutch telephone system, in January. The venture aims to modernise the Ukrainian phone system. The expanded venture would give AT&T and Deutsche Bundespost Telekom equal shares of 19.5 per cent. The Dutch will have 10 per cent and Ukrainians 51 per cent.

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## Graseby sells offshoot

GRASEBY, the former Cambridge Electronics, is raising £500,000 through the sale of Graseby Ajax, a subsidiary engaged in the distribution of machine tools and accessories, to its management.

In the year to the end of December, Ajax earned profits of £35,000 before tax on sales of £5.37 million. However, there was an extraordinary charge of £348,000 against

the closure of its CNC machine tool division. To assist with the development of Ajax's business, Graseby is subscribing at par for 500,000 non-voting redeemable preference shares of £1 each and is providing Ajax with new secured loan facilities of £400,000 for a maximum period of five years, of which £300,000 is being drawn immediately.

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# Sainsbury retires amid criticism on Sunday trading

By MARTIN WALLER

LORD Sainsbury chaired his last annual shareholders' meeting for the eponymous food retailer with news of a good start to the current year, despite the effects of the recession, and a defence of the company's high margins.

He was criticised, however, some of his shareholders for the decision to open some stores on Sunday. They said Sainsbury lacked integrity and was disturbing the peace of people living near supermarkets. One woman said: "We do have a serious violence problem in this country, and it's

not right that big organisations should be seen to break the law in this way when small people are penalised."

The chairman said that, according to Kenneth Clarke, the home secretary, no business trading on Sundays was breaking the law because the House of Lords had decided the law was not clear. Staff working on Sundays were volunteers, and Sunday trading had attracted more people than the company expected.

Lord Sainsbury in 1969 took up the chairmanship of the business founded by his

great-grandparents in a small shop in Drury Lane, London. At that time J Sainsbury was in ninth place among the country's food retailers by profitability. In May of this year it overtook Marks and Spencer, the leader, when the group announced pre-tax profits before property adjustments 25 per cent higher at £632.2 million.

He addressed the first annual meeting as a public company in 1974. The share price, adjusted for subsequent share issues, was 6p, against a price on the stock market last night of 466p, down 8p. The market capitalisation has grown from under £100 million to more than £8 billion.

The company has a 10.5 per cent share of the supermarket trade and profit margins that the City sees as the envy of the industry. "I should point out that our return on capital, whilst very good, is not significantly different from that experienced by the most successful food retailers in other countries."

But the trend towards larger stores and the latest electronics systems installed in them has meant productivity per employee had risen by 19 per cent over the past decade, Lord Sainsbury said.

He dismissed claims that the growth of the largest food retailers had reduced competition. "The success and the growth of those retailers that offer the public the best value is a demonstration of competition working," Lord Sainsbury said.

This year had started well with inflation lower than expected and sales volume slightly higher. Twenty-two supermarkets would open by next spring, Lord Sainsbury said, succeeded as chairman and chief executive by David Sainsbury, the deputy chairman and his cousin.

Stock market, page 22



Out of the hot seat: Lord Sainsbury, defending high margins, said this year had started well and the Sunday trading law was not being broken

## Top companies fail the Cadbury test

By OUR CITY STAFF

A NEW study on the earnings of executives in major companies has concluded that only seven companies in the FT-SE 100 comply with the guidelines suggested last month by the Cadbury committee's report on corporate governance.

United Kingdom Board Earnings, a report prepared by Monks Partnership, the research group, said that while more than three-quarters of the FT-SE 100 disclose the existence of a remuneration committee, as recommended by the Cadbury report, only seven meet all the recommended guidelines. These groups are British Gas, Tesco, British Airways, Smithkline Beecham, Guinness, TSB Group and Glaxo.

The report also found that about 80 per cent of board directors were entitled to a bonus but only one company in five made any reference to this in the annual report. Only 35 companies in the FT-SE 100 explained the incentive payment, and only 12 set out

the performance element in the chairman's, or the highest paid director's, emoluments.

Monks Partnership found that Robert Bauman, chairman of Smithkline Beecham, received the highest remuneration in its database. Mr Bauman earned £1.8 million in 1991 in basic salary and incentive. Tiny Rowland, chairman and chief executive of Lorrho, was second with a total package of £1.6 million, while Lord Hanson, came third at £1.3 million.

The chief executive of Tesco took home £1.084 million of which £478,000 was performance-related, and Sir Paul Girolami, chairman of Glaxo, earned £1.06 million made up of £933,410 basic salary and bonuses of £134,865.

Tony Vernon-Harcourt, Monks managing director, said: "We argue that much of the criticism levelled at companies over directors' pay might be avoided if they took proper steps to show how pay awards arose."

## Berisford sees better future

By ANGELA MACKAY

BERISFORD International, the reconstructed property and commodities group, yesterday reported an interim pre-tax loss of £400,000 compared with a profit of £3.5 million previously.

The group, which has undergone a major reorganisation and asset divestment programme since incurring large losses on its New York property portfolio two years ago, is still cutting costs and is likely to make further redundancies in its property division. An interim dividend has not been recommended.

John Slater, the chairman, said Berisford was making "a complete reappraisal of the group's corporate overhead, including headcount, advisers' fees and office accommodation costs". He said: "We are cautiously optimistic that

the problems of the past are at last under control and we can turn our attention increasingly to the future."

The main provisions for the six months to end-March refer to Rayner Coffee International, a company in which Berisford owns a 45 per cent stake in association with management. Extraordinary losses amounted to £45.3 million of which £40 million is accounted for by further provisioning for RCI. The unspecified level of losses that may be incurred could amount to a total of £115 million which represents Berisford's guarantees in respect of RCI's bank borrowing.

Alan Bowkett, the new chief executive, has led an intensive internal review and concluded that RCI may need more support from Berisford and

that as a result, further realisation of assets was necessary "for Berisford to meet its obligations under the RCI guarantee".

Two of Berisford's directors, Murray Stuart and Sir John Egan, who played important roles in the rehabilitation of the company, have announced they will retire from the board at a suitable time, particularly now that the company has a new permanent chief executive in Mr Bowkett.

After exceptional and extraordinary items, Berisford reported a £58 million loss compared with a £115 million loss previously. Turnover was £103.1 million compared with £549.8 million reflecting the scaling down of the business through asset sales. Shares ended 1p lower at 15½p.



Intensive review: Alan Bowkett says further asset realisation might be necessary

## British Gas signs deal with Kazakhstan

By OUR CITY STAFF

AS IF BP did not have enough problems, British Gas has pulled off a coup and defeated the British oil company, still reeling from the departure last week of Robert Horton, its chairman, in a bid to win a multi-billion dollar contract to buy oil and gas from Kazakhstan.

The former Soviet satellite and current lynch-pin of the Commonwealth of Independent States has some of the biggest undeveloped reserves of hydrocarbons in the world. Its Karachaganak field, in conjunction with British Gas, the Italian state oil company, was in a two-horse race with a consortium comprising BP and Norway's Statoil to take the product for eastern European markets. The successful joint venture

has won the right to negotiate exclusively with the government of Kazakhstan. A full agreement with the Kazakh authorities is expected in summer next year.

British Gas is initially putting in \$20 million, but following final agreement the total investment could exceed \$3 billion over the next decade, offset by revenue from increased production levels.

The deal doubles British Gas's worldwide reserves. Speaking from Alma Ata, the Kazakh capital, Howard Dalton, managing director of the exploration and production division, said: "Karachaganak represents substantial progress towards achieving our stated aims of creating a major international energy business."

"Development of the Karachaganak field would

provide additional supplies into Europe for many years."

The field is estimated to yield more than 20 trillion cu ft of gas, equal to Britain's total needs for more than a decade, and is four times the size of the largest gas field in Britain. In addition, there are believed to be more than two billion barrels of liquids, oil and condensate, equivalent to the size of the Forties Field in the North Sea.

At the estimated production rate, Karachaganak will be in production for 70 years. The first gas will be piped into Western Europe by 1994. The field, discovered as recently as 1979, is already producing but at a very low level. The aim is to supply the gas through existing pipelines built by the Soviets to supplement supplies produced in the North Sea and elsewhere,

## Builders 'must wait for 1994 recovery'

By RODNEY HOLOSON

THE construction industry will see no upturn until 1994, according to the latest forecast by the National Economic Development Council, better known as Nedd. However, housing construction is already over the worst, it says.

Total work is expected to fall by 6.5 per cent this year and to bottom out in 1993, Nedd's construction industry sector group says. A "modest" 3 per cent upturn in 1994 will merely take construction activity back up to 1987 levels.

The decline has come mainly in the commercial sector, which dropped 17.5 per cent since 1990. That makes the total decline over the past three years 40 per cent, although activity is still above the 1986 level.

Nedd, the doomed talking shop for government, industry and unions, says the bottom of the trough for public and private housing construction came last year.

"While the recovery for public housing lies wholly with increased programmes by housing associations - 25,000 in 1991 and 38,000 in 1993 - that of private housing is due to a rise in confidence of housebuilders."

Nedd sees housing output rising 8 per cent this year, 12 per cent next year and 14.5 per cent in 1994.

Repairs and maintenance, which suffered an "abrupt and steep decline" of 12 per cent in 1991, are forecast to fall by a further 4 per cent in 1992, with only a marginal upturn next year.

The report says: "Available statistics indicate that the construction of factories and warehouses has inevitably been the victim of the downturn in the UK economy, and short-term prospects remain dull, with no upturn until a forecast rise of 2.5 per cent in 1994."

Newly privatised utilities provide a glimmer of hope. They have increased construction this year and are forecast to do so again in 1993.

The construction industry group intends to go out with a flurry before it is abolished by the government along with the rest of Nedd at the end of this year. A spokeswoman said a number of reports would be published before the end of September, when staff start to drift away. The last half-year forecast will come out in December.

## WPP beefs up conversion terms on preference shares

By MATTHEW BOND

WPP, the advertising group that owns the Ogilvy & Mather and J Walter Thompson agencies, is to offer its unhappy convertible preference shareholders improved conversion terms in an effort to agree a permanent restructuring of its \$1 billion of debt.

Final agreement on the restructuring moved a step closer yesterday when the company announced that it had signed an agreement with its 28-member banking syndicate.

Under the terms of the agreement, the banks will swap about £143 million (\$271.6 million) of debt into 239.5 million new convertible preferred shares, a deal which implies a price per new convertible preferred share of 60p. Each new convertible share would be convertible into one ordinary share. The existing ordinary shares closed unchanged at 50p.

But WPP has also won approval from its banks to make an improved offer to holders of its existing convertible preference shareholders, who have been expressing growing unhappiness with the terms of the refinancing since it was announced in May. WPP must win over the holders of the existing 214 million convertible preference shares for the debt restructuring to go-ahead. Full details of the restructuring will be sent out in a circular to shareholders by July 12.

In an attempt to persuade them to approve the deal, WPP has raised the new conversion terms being offered to existing convertible shareholders from four times the original conversion terms to five times. The 8.25 per cent convertible preference shares jumped 3p to 34p in response to the new terms, which would see each existing convertible preference share convert into 0.75 ordinary shares.

Assuming the restructuring goes ahead on the basis of the revised plan, the banks would

own 47 per cent of WPP's equity; existing convertible preference shareholders 32 per cent, while existing ordinary shareholders would end up with 12 per cent. The remaining 9 per cent would be owned under the terms of existing earn-out agreements. Under the original terms the banks would have owned over 50 per cent of WPP's equity.

County NatWest, which is acting for many of the institutions that hold convertible shares and which had recommended rejection of the original proposal, said it would be examining the latest proposals. National Westminster Bank, owner of County NatWest, owns 6.3 per cent of the convertible issue.

Assuming the proposals win the approval of the existing convertible preference shareholders, the banks will extend their existing facilities to the group for two years and provide up to £150 million in new facilities for the same period.

## Charter poised for upturn

By COLIN CAMPBELL

CHARTER Consolidated, the industrial group under the direction of Jeffrey Herbert, chief executive, says sellers of assets who previously were asking unrealistic prices for their companies are coming back to knock on Charter's door.

Charter said it was holding net cash balances of £122 million at March 31, and was soundly based and poised to benefit when stronger world economic conditions resumed. "We are not natural holders of cash," Mr Herbert said, adding that only prospects that would enhance earnings would be vigorously pursued.

Pre-tax profits were £73.8 million (£77.5 million) after a year when lower interest rates clipped net interest received from £19.2 million to £14.6 million. The final dividend rises by 0.5p to 14.5p, making 21.5p (21p) for the year.

Temps, page 20

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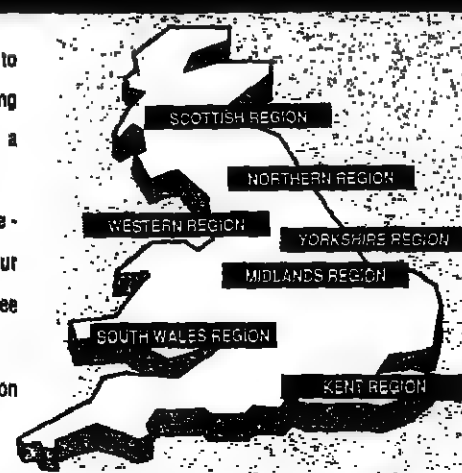
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## Oil output of Opec creeps up in June

OPEC crude oil output edged up in June to 23.7 million barrels per day (bpd), but no flagrant quota-busting was detected in a Reuters production survey published Wednesday.

The June tally compared with 23.54 million bpd assessed for May. Restraint on supply by Opec has helped buoy crude oil prices lately, although sluggish petrol and heating fuel demand in Europe and America has made it hard for refiners to pass on the increase at the pump.

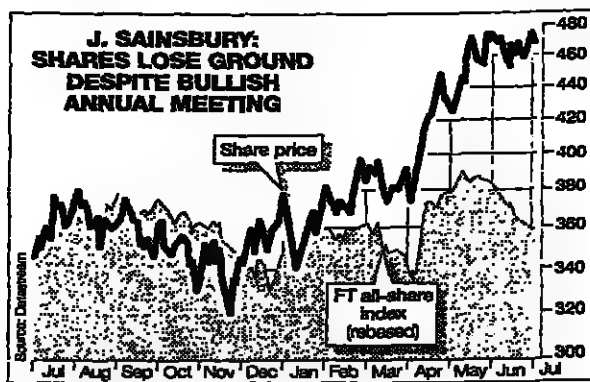
The monthly Reuters survey seeks a best estimate of well-head output by Opec based on information from official, industry and shipping sources and from oil analysts.

Volume crept a shade higher in June from several of the 13 members, notably Kuwait. The "leakage" over Opec's allowed output totalled about 500,000 bpd, which analysts said was fairly restrained by Opec standards.

Saudi Arabia, the world's biggest exporter, stayed close during June to its self-assigned limit of eight million bpd, including production from the neutral zone shared with Kuwait. It was difficult, however, to be confident on Saudi volumes.

The Reuters survey opts provisionally for 8.1 million bpd, a figure also insisted on by sources in Saudi Arabia as an accurate tally of wellhead output. But other oil company estimates put the Saudis as high as 8.25 million bpd in both May and June.

## Shares return to square one



But it affected the other supermarket chains with J Sainsbury falling 8p to 464p. This was in spite of a bullish speech to shareholders at the annual general meeting by Lord Sainsbury, the chairman. He told them the year had started well and that the

group was enjoying higher sales volume. Asda was another casualty, easing 2p to 29p before full-year figures on Monday that are expected to show a big loss but a maintained dividend. There are also worries about the success of the forthcoming flotation of MFI, in which the group has a sizeable stake. Tesco was weak, down 5p at 270p.

Wellcome continued to lose ground, falling another 15p to 864p amid continued nervousness about the proposed £3 billion share sale by the Wellcome Foundation. The Wellcome share price has now fallen from about the £1 level since the sale was announced.

It is unlikely that the institutions will make up their minds until the last minute on whether to tender and, if so, at what price and so the current weakness in the share price could work in their favour.

Wellcome had hoped to cheer sentiment yesterday with the news that the German regulatory authorities have approved over the counter sales of Zovirax cream, used for the treatment of herpes and shingles.

GEC surged 8p to 233p on better than expected figures

and the decision to increase its dividend when many other leading companies are looking to reduce theirs.

Granada Group, the independent television broadcaster and leisure group, jumped 12p to 256p, helped by a near 50 per cent rise in pre-tax profits to £57.2 million. The figures were at the top end of the range with computer services back in the black.

Midlands Electricity continued the dividend reporting season for the power distributors with pre-tax profits up from £109.7 million to £142.1 million and a rise in the dividend from 10.5p to 17.25p. The shares responded with a rise of 11p to 317p.

There was also selective support for the other electricity distributors. There were gains for Eastern, 5p to 294p, East Midlands, 11p to 317p,

Austin Reed, the men's fashion retailer, was steady at 248p. County NatWest WoodMac has downgraded its forecast of pre-tax profits for the current year. A cut in the interim dividend also seems to be on the cards.

London, 7p to 337p, Manweb, 9p to 376p, Northern, 11p to 366p, Seaboard, 9p to 347p, Southern, 6p to 316p, South Wales, 5p to 377p, South West, 5p to 329p and Yorkshire, 8p to 379p. The electricity package jumped £85 to £3,380.

The demand for the distributors failed to do much for the

generators with PowerGen 1p lighter at 252p and National Power unchanged at 242p, although Scottish Hydro firmed 1p, to 198p, as did Scottish Power, which closed at 183p.

Yesterday's sharp fall was not the best backdrop for those companies making their public debuts. But two did so and they both went to premiums on the opening prices.

Kenwood, the electrical appliances group, rose 2p to 287p, while the British Biotechnology Group, the pharmaceutical research specialist, jumped 25p to 450p after making its debut in London and on Nasdaq, New York's over the counter market.

WPP, the debt-laden advertising agency, which includes Ogilvy & Mather and J Walter Thompson, clawed back an early fall to finish all-square at 50p after coming to an agreement with the banks. The banks have agreed to exchange the group's debt for 239.5 million new convertible preference shares in the company, valued at 60p each, in exchange for £143 million of debt. They have also agreed to provide new loan facilities worth £83 million over the next two years.

The bid speculation in the shares of Amersham Day, the discount retailer, proved short-lived with the price dropping 9p to 41p after rival In Shops decided against making a bid for the group. In Shops, 6p better at 81p, confirmed on Monday that it was looking to make a bid.

MICHAEL CLARK

# THE WORLD CLASS BUSINESS THAT MAKES SOUTH AFRICA TICK

Points from the Annual Statement by the Chairman of Anglo American Corporation, Mr Julian Ogilvie Thompson

■ In a year of world recession AAC maintained its equity accounted earnings at R2 607 million and increased its attributable earnings by 20 per cent to R1 680 million. Set against the continuing weakness of international commodity prices and one of the longest recessions South Africa has ever experienced, this achievement is a testament to the Corporation's strength and diversity of interests.

■ AAC, which celebrates its 75th anniversary this year, has grown from the first South African mining finance house into a diversified resources group of world class. Its aims, however, remain those defined by its founder, Sir Ernest Oppenheimer: to earn profits in such a way as to make a real and permanent contribution to the well being of the people and to the development of South Africa and the region. We have a part to play in creating and sustaining a prosperous, peaceful and democratic new South Africa.

■ The central political logic of South Africa remains negotiation. Businessmen familiar with the pattern of industry negotiations recognise the great progress that has already been achieved in the political arena and the underlying momentum to carry on the process.

■ Big companies have a contribution to make to South Africa's future that is beyond the reach of others. It is through big companies that a country promotes exports, earns foreign exchange and participates in the complex and forever changing network of human, financial and technological resources that characterise the global economy. AAC and its associates have built up from grass roots companies that today account for 18 per cent of the capitalisation of the Johannesburg Stock Exchange. AAC sees itself as a creative, developmental organisation, giving considerable autonomy to its operating divisions and companies in the pursuit of the focused diversity that gives strength and stability to the whole.

■ Mining initiated South Africa's industrialisation and, as successful mining groups were the first to accumulate skills and financial resources, they became the vehicle for investment in other industries. Even in these adverse times the Anglo American and De Beers Groups and associated companies are committed to capital expenditure of more than R15 billion on new and existing projects in South Africa — a sure expression of our faith in South Africa's future. Most of this will be spent on new shafts and sub-shafts on the gold mines, new capacity for the collieries, a major new diamond mine at Venetia and new or upgraded facilities in the steel, aluminium, paper and motor industries.

Projects include the multi-billion rand Columbus stainless steel joint venture, with the Gencor Group, which will become one of the largest in the world and the Moab deep level gold mine, which will cost R1.7 billion and is expected to produce 13 tonnes of gold a year, starting in 1997.

■ The Corporation and its associates also invest significantly abroad in order to be world class competitors with entree into new markets and technologies. A recent example was the acquisition of joint control of Frantschach AG, a leading European pulp and paper group. Made at no cost to South Africa's foreign exchange reserves, these investments contribute substantially to South Africa's foreign currency earnings, last year exceeding \$340 million in the case of the Anglo American and De Beers Groups and their shareholders.

■ The road to success requires an open economy with two-way trade, two-way investment and big, competitive and successful companies. There are no examples of winning countries which have distanced themselves and their leading companies from involvement in the global economy.

South Africa's big companies are the mechanism that makes its economy tick. Interfere with the mechanism and the economy will run down.



Incorporated in the Republic of South Africa, Registration No 01 05309 06.

FOR A COPY OF THE FULL CHAIRMAN'S STATEMENT, WRITE TO: ANGLO AMERICAN CORPORATION, 40 HOLBORN VIADUCT, LONDON EC1A 1JX, UK.

## Blue chips move ahead in early trading

New York — Share prices

were firm in calm morning trading as a few investors came to the market at the start of the third quarter despite caution before the important June employment report, due today. The Dow Jones industrial average rose 6.48 points to 3,325.

Frankfurt — Shares ended a further directionless day narrowly mixed. The Dax

index rose 3.63 points to 1,756.26.

Singapore — Prices closed higher in selective bargain-hunting. The Straits Times industrial index closed 10.13 points higher at 1,491.21.

Sydney — Most shares drifted a few cents higher in thin trading, almost oblivious to the strength in Tokyo. The all-ordinaries index drifted up 3 points to 1,647.7. (Reuters)

	1st Jun 30	2nd Jun 30	3rd Jun 30	4th Jun 30	5th Jun 30	6th Jun 30	7th Jun 30	8th Jun 30	9th Jun 30	10th Jun 30	11th Jun 30	12th Jun 30	13th Jun 30	14th Jun 30	15th Jun 30	16th Jun 30	17th Jun 30	18th Jun 30	19th Jun 30	20th Jun 30	21st Jun 30	22nd Jun 30	23rd Jun 30	24th Jun 30	25th Jun 30	26th Jun 30	27th Jun 30	28th Jun 30	29th Jun 30	30th Jun 30	1st Jul 30	2nd Jul 30	3rd Jul 30	4th Jul 30	5th Jul 30	6th Jul 30	7th Jul 30	8th Jul 30	9th Jul 30	10th Jul 30	11th Jul 30	12th Jul 30	13th Jul 30	14th Jul 30	15th Jul 30	16th Jul 30	17th Jul 30	18th Jul 30	19th Jul 30	20th Jul 30	21st Jul 30	22nd Jul 30	23rd Jul 30	24th Jul 30	25th Jul 30	26th Jul 30	27th Jul 30	28th Jul 30	29th Jul 30	30th Jul 30	1st Aug 30	2nd Aug 30	3rd Aug 30	4th Aug 30	5th Aug 30	6th Aug 30	7th Aug 30	8th Aug 30	9th Aug 30	10th Aug 30	11th Aug 30	12th Aug 30	13th Aug 30	14th Aug 30	15th Aug 30	16th Aug 30	17th Aug 30	18th Aug 30	19th Aug 30	20th Aug 30	21st Aug 30	22nd Aug 30	23rd Aug 30	24th Aug 30	25th Aug 30	26th 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Nov 31	5th Nov 31	6th Nov 31	7th Nov 31	8th Nov 31	9th Nov 31	10th Nov 31	11th Nov 31	12th Nov 31	13th Nov 31	14th Nov 31	15th Nov 31	16th Nov 31	17th Nov 31	18th Nov 31	19th Nov 31	20th Nov 31	21st Nov 31	22nd Nov 31	23rd Nov 31	24th Nov 31	25th Nov 31	26th Nov 31	27th Nov 31	28th Nov 31	29th Nov 31	30th Nov 31	1st Dec 31	2nd Dec 31	3rd Dec 31	4th Dec 31	5th Dec 31	6th Dec 31	7th Dec 31	8th Dec 31	9th Dec 31	10th Dec 31	11th Dec 31	12th Dec 31	13th Dec 31	14th Dec 31	15th Dec 31	16th Dec 31	17th Dec 31	18th Dec 31	19th Dec 31	20th Dec 31	21st Dec 31	22nd Dec 31	23rd Dec 31	24th Dec 31	25th Dec 31	26th Dec 31	27th Dec 31	28th Dec 31	29th Dec 31	30th Dec 31	1st Jan 32	2nd Jan 32	3rd Jan 32	4th Jan 32	5th Jan 32	6th Jan 32	7th Jan 32	8th Jan 32	9th Jan 32	10th Jan 32	11th Jan 32	12th Jan 32	13th Jan 32	14th Jan 32	15th Jan 32	16th Jan 32	17th Jan 32	18th Jan 32	19th Jan 32	20th Jan 32	21st Jan 32	22nd Jan 32	23rd Jan 32	24th Jan 32	25th Jan 32	26th Jan 32	27th Jan 32	28th Jan 32	29th Jan 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## Tougher controls needed at Lloyd's

Yesterday's meeting of the council which rules Lloyd's, the insurance market, will not have been a happy affair. Two top level reports into the governance of Lloyd's appear to have produced little to celebrate and a good deal which supports the barrage of criticism levelled at the council recently. Later today, Lloyd's will deliver its views on both reports considered yesterday. Ahead of the event, it would appear that only the lawyers, who seem assured of a steady stream of business from aggrieved names, can be happy.

Pressure groups of dissident names will take no comfort at all at the report from Sir David Walker, former chairman of the Securities and Investments Board, which found much to be improved but stopped well short of support for those who have been alleging that the market is rife with fraudulent practice in its treatment of outside names. In time, Sir David may well be proved correct. But in the face of crippling personal losses arising from their involvement in highly risky syndicates, many names will doubtless wish to test Sir David's general conclusions on alleged fraud in the courts.

Nor can the council be satisfied at Sir David's finding that the care and diligence of some market practitioners fell far short of best practice in dealing with names. There has been so much anecdotal evidence that names were inappropriately placed on syndicates with exceptionally high degrees of risk that Sir David's findings will come as little surprise. The council's reputation, and, indeed, its credibility as both administrator and regulator suffer as a result. A respected outsider's opinion should not have been necessary to confirm that some members' agents have behaved in a manner verging on incompetence. Indeed, the second report, from Sir Jeremy Morse, chairman of Lloyds Bank, may well conclude that the market is in need of arm's-length regulation by an outside body independent of the ruling council. The lawyers may well continue to prosper. But in the meantime, the council should accept that further reform is essential and make a determined start. Soon.

## Not up to the mark

In the verbal sparring ahead of next week's Group of Seven summit in Munich, James Baker, the American secretary of state, yesterday trotted out the demand that America wants leaders to send a "pro-growth message" to reinforce recovery. Sounds familiar. And the nasty drop for June, reported yesterday by the National Association of Purchasing Management, suggests that America needs something to secure robust recovery. President Bush's appeal for yet lower American interest rates was unhelpful, only undermining the dollar.

The Bush administration has preached more growth and less focus on beating inflation since last spring. Germany has been submitted to special abuse for keeping its interest rates high. By now, but probably too late for President Bush in the American electoral cycle, it must have dawned on Washington that Germany is not only determined to resist calls for monetary easing, but can host next week's G-7 summit with real growth of 2 per cent-plus this year.

Theo Waigel, the German finance minister, displayed his dry humour, tinged with arrogance, when, untypically, he inserted a few words of English into his comments yesterday. "The world can trust us" as a dependable partner for growth and stability. His phrase brought to mind the "in God we trust" motto from the dollar. Economic salvation, it seems, lies either in heaven or the Rhineland.

# Privatisation would provide EFA with its strongest thrust

Wolfgang Munchau  
and Ross Tieman

consider the options for  
the EFA after  
Germany's withdrawal  
from the defence project

Germany's attempts to shoot down the European Fighter Aircraft will have profound implications for the defence industry and the way such projects will be handled in the future. If the British defence ministry is to be believed, nothing much has changed and the EFA will still be built. The trouble is only that the British defence ministry is not necessarily to be believed.

Instead, the confusion into which the Germans have thrown the project, leaves Europe with five options. All these share a common foundation: Germany refuses to commit further public funds to the project. Malcolm Rifkind, the defence secretary, will try to persuade Italy and Spain not to listen to the Germans and to stick with the EFA, and Volker Rühe, his German counterpart, will try to persuade the other three governments to dump EFA and develop a low-cost alternative instead. Here is what may happen:

□ **Privatisation.** The most innovative and imaginative solution would be to hand over the project, now led by governments and financed in advance by the taxpayer, to the private sector, which would take on some of the project's risks. This rather radical idea does not stem from the Treasury or even from a right-wing economic think-tank but from the industry itself. Privatisation would save the taxpayer further expense, which was Germany's intention in withdrawing. This solution might be welcomed by the Treasury, which appears to share some of Germany's concerns.

This option might find favour with the General Electric Company, whose GEC-Marconi subsidiary is one of the principal EFA contractors. GEC may even take the lead in such a dare-devil venture. If the gambit pays off, the German withdrawal may prove to be a blessing in disguise for the British defence industry. Privatisation does not need to be total, in the sense that the government's role would be limited to that of a purchaser only. The government may wish to participate to some degree in the development of the project. It could provide a minimum safety net for the manufacturers by committing itself to a firm number of orders from the outset, with options for further warplanes, along the lines in which business is conducted in the commercial aircraft business. The commercial risk would still be too large for any individual company to carry. Privatisation would necessitate large-scale co-operation between European manufacturers. Privatisation



Slip streams: the future of the European Fighter Aircraft is more uncertain after Germany's withdrawal

raises a number of questions. Would the industry come up with sufficient capital to take on the risks of such a massive project? Would the industry not demand carte blanche for exports in return for taking on the risk? And, most crucially, what would happen if a government changed its mind on a previous purchase commitment? Nor is it far from clear whether total privatisation of the project would allow better cost controls. The industry, however, is adamant that cost savings are available, if the free market makes a greater share in the management of the project.

If this idea is feasible and if the taxpayer saves money, then the option must be considered a serious one. In the absence of such an original private-sector solution, thoughts return to what one may describe as various zero-sum or negative-sum scenarios.

□ **Mr Rifkind wins.** Italy and Spain accept Britain's position, ignore Herr Rühe and continue to develop and produce EFA without Germany's help. The German government could then develop its own low-budget fighter plane, or resort to foreign imports. It might buy the French Rafale or the single-engined Swedish

Gripen JAS-39, or even the Russian MiG-29. Since Germany spends such vast amounts on aid to Russia, it might as well allow two-way traffic and buy Russian aircraft.

For the British defence industry, this would amount to the best-possible scenario, other than privatisation, because this would not only save EFA but might also increase the amount of EFA-related work and the number of jobs in Britain. The current work-share agreement, under which Germany and Britain have a 33 per cent share, would have to be renegotiated in favour of Britain. Britain would also have a greater share of the technology.

□ **If EFA proves to be an export success,** as British defence industry insiders believe it will be, then Britain should be entitled to a greater proportion of export profits. For the British public, this would amount to a small, but probably manageable rise in the cost of the project. The Treasury, though, may still object.

□ **Herr Rühe wins.** All, including the British, jump on the Rühe bandwagon, stop EFA's development phase and redirect efforts and funds

towards investigating and developing a low-specification alternative. For British jobs, this is the second-worst scenario. The production phase, originally scheduled to start next year, would be put off for at least another three years. Many jobs would be lost in the meantime. Matters might be worse if the "low-budget" alternative works out to be more expensive than EFA, as defence industry representatives claim. Their claims are based on calculations that the EFA is the best value-for-money fighter plane in the world. The American F22, the only plane to outscore the EFA on technical grounds, is 60 per cent more expensive. The French Rafale is lighter and has lower specification, and yet it is still marginally more expensive. The conclusion in this scenario is that we may be paying more money for less aircraft.

□ **A draw.** The consortium splits down one of four possible lines: Germany pursues the low-budget option, while Britain remains faithful to the EFA. Spain and Italy could choose between joining Britain or Germany. For Britain, this means possibly higher rewards, but certainly higher risks and costs. The case of

total German isolation is the same as in the first option. But if Germany is joined by at least one of its partners, perhaps Spain, the economics of the EFA would become even more dubious than it already is. With the loss of each successive partner, the costs rise disproportionately. First estimates suggested that the German withdrawal would imply a 7 per cent rise in costs for Britain. If Spain also pulled out, costs would rise 12 per cent. If Italy joins them, and Britain is left alone, costs would rise by 20 per cent. Figures such as these should not be taken literally, however precise they may appear. They only ever serve the purpose of illustrating a point. The worst outcome of the third option, from the defence industry's point of view, would be for the British government to conclude that the EFA is no longer affordable, and that there is no choice but to join the "light" brigade.

□ **The worst-case scenario.** Germany pulls out of EFA but fails to persuade any of its partners to develop a low-specification alternative. Italy and Spain, whose governments are strapped for cash, also pull out. Britain, left on its own, decides it cannot afford the project, and also withdraws.

Everyone imports French, Swedish, Russian or American fighter planes. Up to 100,000 jobs in the European defence industry would go. Companies and the government would be reluctant to enter into any further European defence collaborations after such a disaster with the EFA. In the long run, the European defence industry will suffer the same fate as the British coal and steel industries. It will shrink to a sustainable level of profitability, at which point the industry is so small that it hardly matters. Some would argue that this is not the worst but the best option.

Whichever of these options wins the day, it will meet severe resistance on the way. Despite the forceful and loyal protestations from the defence ministry, it is by no means certain that Britain will not emulate Germany's apparent return to thrift. The British budget deficit is outside the range agreed at Maastricht, and shows no signs of narrowing. To cut the losses now would amount to an instant saving in one of the few areas where governments can realistically make savings without attracting too much public criticism, except, of course, from those who are directly affected by the cuts.

This would leave the privatisation of EFA as the most attractive option, a path that would also force the British industry to achieve the kind of cost savings necessary to improve its international competitiveness. It would also open the way for governments to set out their defence requirements, leaving industry to provide the most cost-effective solution. In the end, the German withdrawal from the project could prove a blessing in disguise for the European taxpayer and the industry itself.

## THE TIMES CITY DIARY

### Heart-veld enthusiasm

AFTER auditioning 16 public relations companies, Sol Kerzner, the controversial South African millionaire, has selected Maureen Smith's firm, The Communication Group, to handle the UK publicity for his £150 million South African theme park, the Lost City, due to open in December. Kerzner, said to combine "the chutzpah of a Donald Trump with the imagination of Walt Disney", tends to inspire either love or hate among those he meets, but Smith says the assignment, worth a six-figure sum, is "one of the most unusual and exciting" that has come her way. She insists she is not put off by recent events in South Africa. "I was there last year and I'd already booked a holiday in Cape Town before I got this account," she says. "Obviously, people are going to be affected by the problems there, but all my feedback is that South Africa is the next great holiday destination."



Kerzner: chutzpah

Stora can be said to bear responsibility for the damage, but according to a spokesman in Sweden yesterday, the company has got off lightly. "Our company came into being in the 12th century so our responsibility can only go back 700 years," he said. Luckily for Stora, the cost of the clean-up campaign looks reasonably modest — a total of £5 million over 15 years. Perhaps Lloyd's should have offered to underwrite it after all.

"It's always difficult making predictions, especially about the future," Sir Charles Powell, former foreign policy adviser to Lady Thatcher, yesterday morning on Radio 4's Today programme.

### Pore law

WITH some dealing room temperatures rising to more than 90°F this week, traders feeling the heat may be interested to learn that they have a legal right to demand that temperatures at work do not exceed 19°C — around 66°F. The little-known 1980 statutory regulation was recently rediscovered by Simon Hughes

MP, Liberal Democrat environment spokesman, who tabled a Commons question asking Michael Howard, environment secretary, how many prosecutions had been brought under the law. It transpires that no prosecutions have ever been made but Andy Harrison, Hughes's researcher, says that need not stop perspiring dealers from taking action now. Unfortunately, Harrison is one of the few who cannot avail himself of the law. Working conditions in the House of Commons, he says, are like "armpit city" but the House, being a palace, has Crown immunity from the usual health and safety regulations.

### The Lars laugh

LARS Bertmar, chairman of Carnegie International, the UK securities arm of Sweden's second biggest bank, yesterday confirmed that Mike Ketley, managing director, has this week resigned and that Carnegie has axed its entire 20-strong mark research and sales team which covered Germany, The Netherlands, Austria and Belgium. Swedish-born Bertmar, 46, who took over at Carnegie a year ago and immediately sacked the two existing managing directors, will now assume the role of managing director himself. Carnegie yesterday lost its third-place rating in Scandinavian shares in Exel's new survey, but Mark Giacomazzi and his team emerged as number one in Spanish stocks. Bertmar says the aim is "to specialise in areas of excellence like Scandinavia and the southern block".

DEBRA ISAAC

## Right to interest on overdue debt is not the way to deal with late payers

From the vice-chairman, CBI Smaller Firms Council  
Sir John Good suggests that the CBI should abandon its Code of Prompt Payment Practice in favour of legislation for a statutory right to interest on overdue debts (Letters, June 26).

Mr Good is probably unaware of the success already achieved by the code since it was launched in February this year. More than 400 organisations, representing a far larger number of companies through their subsidiaries, have already pledged support for the principles set out in the code and the number is increasing daily.

The code has clearly raised awareness among both customers and suppliers of the importance of prompt payment but the CBI has always recognised that this alone will not solve the problem of late payment.

Indeed, we are tackling the issue from a number of angles — investigating court procedures, planning a series of seminars on financial management, continuing to publish the names of those signing the code. The confederation

has considered thoroughly the possibility of a statutory right to interest, but the majority view of members has consistently opposed it on the grounds that:

Legislation in this area could be seen as interference in the commercial affairs of contracting parties. It would not shift the balance of negotiating strength between large and small companies might well insist on extending payment terms to avoid the need to pay interest.

It is already possible for any business to include an "interest" clause in its terms of trade, but the problem of collection remains the same whether the interest due arises from a statutory or contractual right. The CBI is fully aware of the severity of late payment, but believes that its code of practice can make a more significant contribution to the problem than any statutory right to interest.

Yours faithfully,  
TOM O'CONNOR,  
Vice-chairman,  
CBI Smaller Firms Council,  
Centre Point,  
103 Oxford Street, WC1.

## Shareholders have right to ask questions

From Mr G. C. Newman  
Sir, A shareholder of North West Water Group plc who wishes to attend the annual meeting on July 22 may do so.

If, however, he wishes to ask a question, his troubles have surely just begun. Firstly he must go to a "Question Point" (Q) to give "details" of his question to the "Question Point Manager" (PM). He must then sit in a "designated area" until summoned to the "Question Point", when he may actually ask his question! Thereafter he must await the "response" before returning to

his seat. In short, a shareholder who dares to ask a question is to be treated like a supplicant at the bar of a tribunal.

The North West Water Group plc needs to be made aware that, at its annual meeting, any shareholder may, without notice, from the body of the hall, address any question he wishes to the chairman of the meeting, who is paid to answer! Yours faithfully,  
G. C. NEWMAN,  
8 Sandalwood Avenue,  
Chertsey,  
Surrey.

Did you  
read the letter  
from  
the ramblers'  
society?

At least you don't  
have to go a long way to find  
the  
right paper.

conqueror





How does your old GTi square up to the new Mazda MX-3? Doesn't it now seem exactly that? A bit square?

Does its practical interior now seem boxy? It does when you compare it to the immaculate

But it hardly matters, for as everyone knows, the GTi has legendary acceleration.

Or is it just raucous?

It certainly is alongside the MX-3, the only car in the world with a V6 1.8 litre engine.

corners for extra stability. Together with all round independent suspension, it makes "almost magical" seem a pretty poor show.

And finally. Reliability. On that score you can always count on your old GTi.



### DOES YOUR GTi STILL LOOK MODERN?

ergonomics of the MX-3. With its surprising space for two rear seat passengers, not to mention their luggage.

Does your old GTi offer ABS, power steering and a catalytic converter? Does it treat electric windows, door mirrors and sunroof as necessities?

Nope. (The MX-3 has all this, and more.)

A smooth, fuel injected, 24 valve motor that equals the GTi's acceleration figures with a fraction of the fluster.

Does your old GTi still have that almost magical road holding? Yes, of course it does. But look at the MX-3's low, road clutching profile. Its wider chassis, with wheels placed deep into the

Alternatively, count the noughts on Mazda's 3 year 60,000 mile warranty.

For the lowdown on both the 1.8 litre and the 1.6 litre automatic, call us on 081 879 7777. We'll also tell you the name of your nearest dealer.

Who knows. He might **mazda** even help sell your old GTi. Building Excitement



FOR MORE INFORMATION AND THE ADDRESS OF YOUR NEAREST DEALER PHONE 0800 190 130 OR WRITE TO MAZDA CARS (UK) LTD, FREEPOST, AVAILABLE 1.6 & AUTOMATIC AT £23,449 EXCLUDING DELIVERY AND NUMBER PLATES. INFORMATION IS CORRECT AT TIME OF GOING TO PRESS.

TUNBRIDGE WELLS, KENT TN4 8BB FOR INFORMATION ON PERSONAL EXPORTS AND TAX FREE CALL 0892 923742. MODEL FEATURED IS MX-3 1.8i 5 SPEED AT £19,449 ALSO ALL MAZDA CARS HAVE A 3 YEAR/60,000 MILE WARRANTY AND EUROPEAN ASSISTANCE. CONSULT YOUR DEALER FOR DETAILS OF MAZDA CAR-LINE INSURANCE.



# How Mazda made their cars go faster

NOT ONLY are Mazda building excitement, they're rapidly building sales in their niche market. A process they've accelerated by substantial investment in newspaper advertising. Mazda's confidence in the press medium (last year's spend was over £4 million) is matched by reader's confidence in Mazda's product. 88% of MX-3s were sold within three months. Proof positive that, when it comes to performance, newspapers are in pole position.





# Lloyd's struggles to free itself from a spiral of catastrophes

When David Coleridge stood up to give his chairman's address at the general meeting of Lloyd's names last month, he described the market's current problems as "one of the darker chapters in the long history of our society". He can hardly be accused of exaggeration, given the column miles of adverse, damaging publicity generated by the heavy losses the market has suffered and their impact on names.

Yet, in historical terms, the £2 billion loss for 1989 Mr Coleridge announced is broadly comparable with those recorded at previous low points in the insurance underwriting cycle. Spread across the market, the loss works out at about £61,000 a head, only £2,000 more, in 1991 money, than the loss for 1965, the preceding low point in the cycle. After that year, insurance rates were increased sharply and by the end of the 1960s, Lloyd's was on the brink of a prosperous decade. This time around, the cycle, though no deeper, has hit some names infinitely harder.

The reasons are not difficult to identify. First, the membership is far less financially resilient than in the 1960s, when Lloyd's still boasted a small, socially exclusive and extremely wealthy membership, much of which had been underwriting for many years. By 1989, the membership included many names who came to Lloyd's during the market's disastrous dash for growth of the mid-1980s. That was a period when all financial markets boomed simultaneously, creating a spiral of asset growth in which huge financial returns in one market were used to fuel another. Soaring property prices, for instance, brought the £100,000 asset requirement for membership within reach of new swathes of the population.

Second, and more importantly, the losses were skewed towards a small minority of names. A mere five syndicates accounted for more than a third of the total loss, almost £700 million. It is difficult to assess how many names were placed on those syndicates, three managed by Gooda Walker and two by Feilrim, because many names are on more than one. However, it is likely that the figure is not greatly in excess of 4,000. For these unlucky victims, no amount of statistical analysis, comparisons with 1965, or sage advice about "trading through" the losses will be any compensation. True, none of the affected names has yet been spotted in a cardboard box on the Strand. Nevertheless, the worst cases, in which ordinary retired people have seen the entire achievement of their lives wiped out by events they do not fully understand, deserve sympathy.

It was such stories of hardship, combined with a highly effective lobbying campaign, that in February led Lloyd's to appoint Sir David Walker to head a committee of enquiry into the losses of the most disastrous syndicates. His report, due to be presented to the Council of Lloyd's today, is one of the most important in the history of Lloyd's. The pressure to introduce external regulation of Lloyd's has never been greater and Sir David's report could tip the balance. Even if the individuals con-

cerned are cleared of malpractice, Lloyd's is likely to take steps to prevent such results ever happening again.

To understand the chain of events that led to the effective bankruptcy of hundreds if not thousands of investors, it is essential to recall the Zeitgeist of the years leading up to the disasters. Money was easy, so easy that all you had to do to make some was sit in your garden and watch your house increase in value. On the stock exchange, bear markets seemed almost consigned to history, so long as it since the last significant downturn.

There was also a good living to be had from advising asset-rich individuals looking for income to spend on the boom-time high streets of Britain's towns and cities. The result was the gainst of share tip sheets, dubious time-share developments and investment salesmen of various shades of respectability that we now associate with that era.

Things were also looking good at Lloyd's. Business and profits were healthy and, as with the stock market, losses were a distant memory. There were snags, however. One was the mess to be cleared up after scandals earlier in the decade, another was the rising tide of pollution and asbestos losses flowing from America's courts. This problem almost exclusively affected syndicates that had written policies with "long tails", on which it was possible for claims to be made years, or even decades, later. The result was that it became regarded in the market as safer to write short-tail business, where, once a stated period of cover had passed, the policy was dead.

One form of business that offered short tails and high premium rates was excess of loss reinsurance. This, in its simplest form, occurs when one syndicate reinsures the policies of another, or of an insurance company outside the Lloyd's market, in exchange for a share of the premium. Unlike some other forms of reinsurance, all claims over the trigger point were covered. In most cases, the bulk of this exposure was then passed on to other excess-of-loss underwriters.

London market excess of loss (LMX) became an accepted and mainstream feature of Lloyd's, with almost all non-marine and some marine syndicates writing LMX policies to compensate for falling rates in their mainstream business. A few underwriters went further and specialised in excess of loss, achieving impressive returns in the process. Some of these syndicates grew very fast indeed. Gooda Walker syndicate 290, one of the biggest loss makers in 1988, ballooned from an underwriting capacity of £6.2 million in 1982 to £69.4 million by 1989. These syndicates succeeded in attracting a disproportionate number of new, and often under-capitalised, names joining the market. How they were able to do so lies at the heart of the current crisis at Lime Street.

The hard-line Lloyd's view is

that the names demanded that their members' agents place them on the specialist LMX syndicates because of their history of high returns. These names were advised that such syndicates also carried a high degree of risk, because of the nature of their underwriting, and that sooner or later they would sustain a substantial loss, as happened with the string of catastrophe losses between 1988 and 1991.

There is another version. This is that some members' agents packed their new cannon fodder names on to far more LMX syndicates than was suitable, even when names had explicitly requested a spread of low-risk syndicates. This allowed the syndicates to grow quickly to soak up the lucrative business coming their way and take off generous salaries and commissions in the process. Worse, Lloyd's brokers sited off fat brokerage commissions at the expense of

the names as the catastrophe risks being reinsured were passed around the market — the so-called LMX spiral.

Some of the names' protestations, made with the benefit of hindsight after losses had become apparent, must be open to doubt. However, too many accounts tally for there to have been an organised attempt at rewriting history.

Whatever the true account of events, the fact is that the aftermath of the LMX spiral affair will dog Lloyd's for years to come. Even on a best-case view, underwriters on the syndicates with the worst losses were guilty of providing inadequate reinsurance protection for their names, many of whom claim they were told they did not need personal stop-loss policies because of the low-risk nature of their underwriting. The run of catastro-

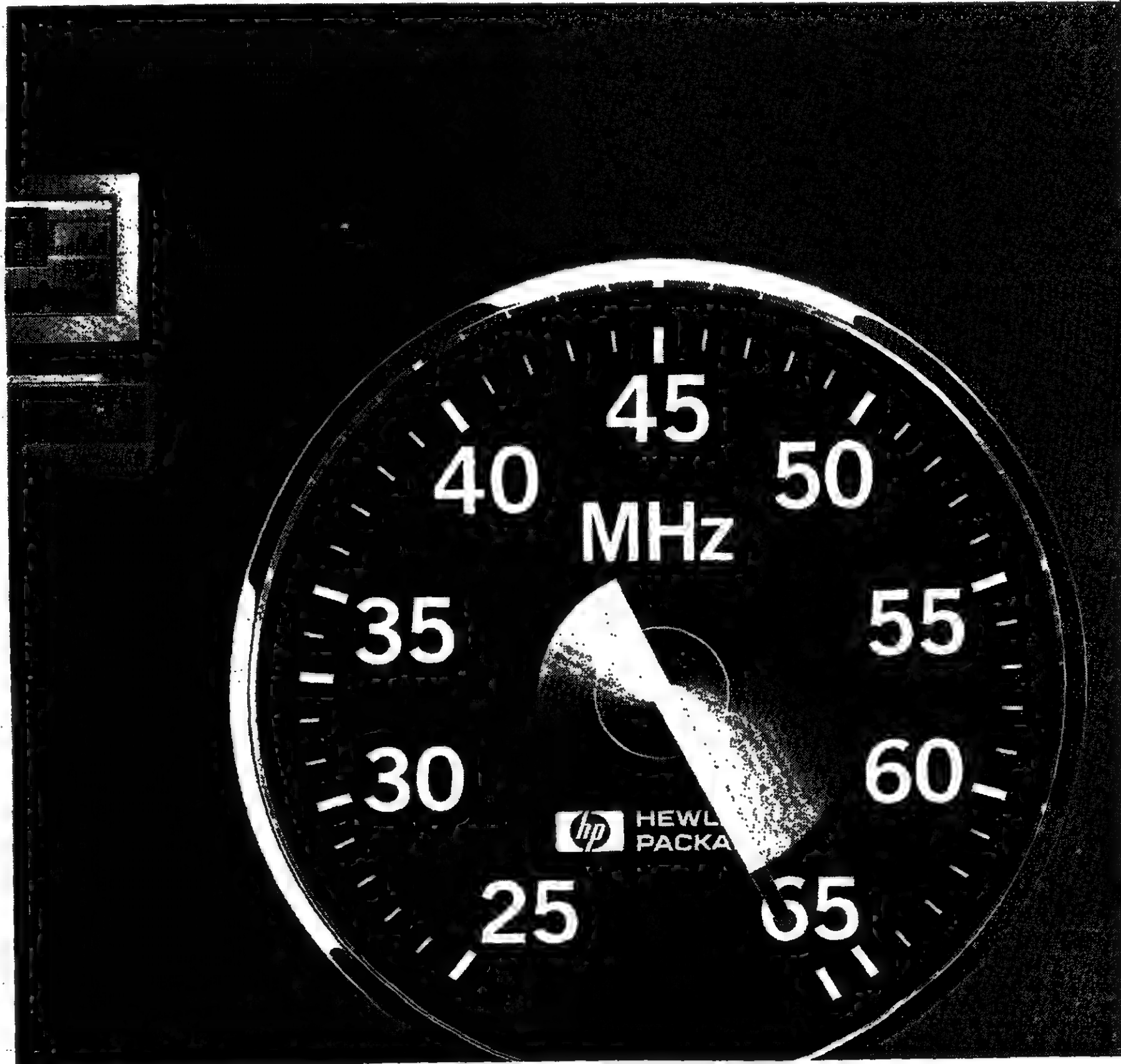
phes between 1988 and 1991 was unusual but the worst-case outcome should surely have been covered. Other LMX underwriters got their protection programmes right and even recorded profits in the year of the Piper Alpha explosion. On this best-case view, Lloyd's must clearly prevent such an unstable underwriting structure developing again. As Mr Coleridge hinted last week, it might have to give itself powers to step in where underwriters appear to be exposing their names to excessive losses. But Sir David Walker also considered darker possibilities: that gullible outside names were knowingly placed on poor quality syndicates to provide reinsurance protection for the insider syndicates and that brokers conned names by recycling premium merely to generate brokerage.

So far, evidence produced in support of these claims has been circumstantial. The nagging fear remains, however, that a handful of rotten apples remained to spoil the crop when Lloyd's cleaned out its barrel after the scandals of a decade ago.



Man in the firing line: David Coleridge, Lloyd's chairman, faced names last month

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The possibility made reality.



The Lloyd's battlefield: names are more vulnerable



**THE TIMES UNIT TRUST INFORMATION SERVICE**

Global Times 7504 8046 8234 ... price ... No significant gains.

FT-SE VOLUMES			
Abbey Natl	2,100	Coas Vyle	1,800
Adm Lyons	1,400	Com Union	875
Anglian W	798	Counatils	1,500
Anglgrd	2,100	Eng China	977
Bank of	500	Emir Oil	715
Bank of	500	Euromil	1,115
Bank of	1,600	Flora	5,000
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# ACCOUNTANCY TIMES

Ian Plaistowe outlines what he sees as the future for accountancy

## Why self-regulation is the only answer for the profession

You would have had to have been both deaf and blind over the last 18 months to fail to notice self-regulation and the voluntary approach have had a bad press. Lloyd's of London, Maxwell and the pensions, my own profession. Even the press has had a bad press as people have questioned whether self-regulation is adequate to curb excesses of prudence over the monarchy.

Despite this background of criticism and scepticism, the Cadbury Committee on Corporate Governance has come out firmly in favour of self-regulation. It is worth asking why that committee placed its faith in self-regulation.

But first, why do we regulate at all? To economic liberals, regulation constrains commercial decisions and complicates business. Regulation costs money, which in the end must be reflected in the price of goods and services. But this is too purist a view, if not erroneous. Regulation is necessary for a range of social and economic purposes, particularly to mitigate the worst effects of market forces. Nobody would seriously question regulation for health, safety and environmental protection reasons. Regulation through competition law promotes economic efficiency by curbing monopoly power. The success of my profession has been built on regulation of clients via company law, audit requirement and the tax system.

So if regulation brings both constraints and benefits, how can we balance those costs and benefits? Essentially, we have to judge when incremental benefits are no longer matching escalating costs. As a nation we have not always been good at that. A feeling still exists that there must be an individual or a committee of the great and the good to protect us from greed, folly and ignorance. But in a dynamic economy there can be no rewards without risks and no system of regulation will stop the determined fraudster. If we tried to design one, the costs would be cosmic.

Instead, we must be realistic about any system of regulation and focus on developing one which is effective without being excessively disruptive or exorbitantly costly. It is against criteria such as these that self-regulation looks the best option.



Fighting on: Ian Plaistowe is determined to ensure that his views hold sway

Critics of the present system argue professional institutes are in practice no more than trade unions, protecting the self-interest of members. So, it is argued, some form of statutory regulation would provide genuine safeguards for the public interest. But certain qualifications need to be made regarding statutory regulation. First, it is a mistake to assume all professions are alike, or indeed that individual professions are homogeneous. It may, for example, make good sense to have arrangements for the regulation of the medical profession which are different from those for lawyers. Equally, within a profession, it may not be necessary to submit all members to the same regulatory regime, as the Financial Services Act recognises.

State regulation also raises fundamental issues about the expertise, legitimacy and credibility of those running it, whether as civil servants or lay representatives. In the latter case experience elsewhere suggests those most willing to serve may not be the most appropriate. Experience also suggests state bodies place a premium on avoiding criticism rather than taking prompt and decisive action. Moreover, external regulation does not encourage

any of administration. Scandals are bound to occur and every apparent coming of the statutory regulator will be met by the cry "Provide more power, more rules and more money". Public expectations will be raised which cannot be fulfilled.

Above all, statutory regulation will lead to a greater concern with the letter rather than the spirit of the law. In short, the regulator is "them", the regulated "us". To quote Neil Hamilton, corporate affairs minister, talking of Cadbury: "The principles on which the voluntary code is based - openness, integrity and accountability - are particularly difficult to capture through a statutory code. In addition, statute law inevitably tends to be backward-looking and sets in tablets of stone the lessons of the past." The minister's philosophy applies as much to the professions as to corporate governance.

If statutory regulation has big drawbacks, what about self-regulation? To an extent, the strengths of self-regulation are the obverse of the weaknesses of state regulation. The big benefits lie in its flexibility, sensitivity, practitioner commitment, legitimacy and economy. But with the system facing unprecedented levels of criticism, public confidence in self-regulation has to be rebuilt and the inherent benefits of the system demonstrated.

The changing face of self-regulation is evidence of the profession's commitment to improving public confidence in the system. Increasingly, the state is delineating those areas where the professions must be accountable to government. In this way, the accountancy profession became directly accountable to the trade secretary for the licensing of members to act as insolvency practitioners and through SIB for investment business. And the Companies Act 1989 placed on the profession responsibilities for the regulation of members and firms providing company audits. Both government and the professions have recognised jointly that in certain areas of the public interest, the traditional system of professional regulation in isolation is not sufficient. Outside these three statutory areas, the self-regulatory system persists in some

thing close to its original form, with the profession setting education standards, formulating ethical guidance and imposing discipline.

The basic allegation against the profession is that it cannot both represent members and regulate them. I refute that allegation. As an institute we see our primary role as being to serve the public interest. But we also believe firmly that in the long term our members' interests converge with the public interest. Moreover, by involving in our self-regulatory procedures individuals who are of the highest quality and who are independent of the profession and by conducting our affairs in an open manner I am confident we can ensure effective regulation.

The accountancy profession can be proud of the reforms initiated in the past two years. These include formation of the Financial Reporting Council and its agencies, as cornerstones for better financial reporting and establishment of the Auditing Practices Board, with more resources, independent members and streamlined procedures, to raise the level of debate on what an audit is or can do, and provide the profession with the best way forward to tackle the expectation gap. Also, the new system of audit regulation will raise auditing standards. The institute is committed to making audit regulation work: we will find the resources to do so and will not duck any hard decisions along the way. We have also introduced significant changes to the institute's disciplinary arrangements to ensure they are firm, fast and fair. Lastly, institute commitment to great openness will strengthen the credibility of our regulatory processes.

I am a self-regulation enthusiast - it gives the most effective basis for regulatory activity and underpins the ethos of our profession. If we are not regulating our own affairs in the public interest we might as well be a business, not a profession. That is not the future I want. I intend to fight to ensure that, as a profession, we continue to shape our future.

The author is president of the Institute of Chartered Accountants in England and Wales. This article is taken from his speech to the ICAEW annual conference on June 25.

**In a dynamic economy there can be no rewards without risks and no system of regulation will stop the determined fraudster**

## Cork Gully reforms offenders

Edward Fennell reports on administering to a charity



Baroness Seear with board member Terry Nemko and Cork Gully's Malcolm London

There was a bunch of guys in grey suits who would only be interested in the financial bottom line.

For their part, the Cork Gully staff needed a little time to orientate themselves to the way the trust guarded its role. In no way were the managers "naïve do-gooders" but it became apparent that they lacked the in-depth financial disciplines necessary to run what had by then become a

large organisation. So the first thing the Cork Gully team did was to take a rigorous look at the whole of Apex's financial structure - probably the first time that it had been exposed to such systematic analysis.

It was quickly evident that some of the trust's projects were operating at such a deficit that they were unsustainable.

Others, which were not making such heavy losses,

could be bailed out by the more profitable ones.

"We tried to avoid making decisions simply on bottom line figures. If a project was not losing too much money and was clearly effective as far as the clients were concerned, then we did our best to keep it going," Mr Runacre said.

In fact in the end, just two training centres were closed down although about one third of the staff have left.

What remains should be enough projects and personnel to make Apex a viable operation.

"The factor which was different about this job was that we were able to use the Apex name to go out and appeal to the community, especially the business community, for financial donations. That is not the sort of thing that you do with a normal commercial insolvency," Mr Runacre said.

Cork Gully's appetite for charity work has now been whetted. With more charities being forced into financial difficulties as a result of recession this could be an interesting area to enter.

Malcolm London said: "We are very happy to use the experience gained of the Apex Trust work to advise other charities which get into difficulties."

Not being a charity itself, however, Cork Gully gives warning that it is not doing business for nothing. Small, down at heel charities may need to seek sustenance elsewhere. Either that or recruit some ex-offenders, computer fraudsters preferred, who want to use their skills in a good cause.

### Hungry like the wolf

THERE seems to be no stopping Tony Silvester, one-time business manager to Duran Duran, the pop group, who runs the entertainment division of Neville Russell. He has just returned from St Petersburg with his latest discovery, a Birmingham rock group called Crazy Crazy, who became the first Western rock band to play at an open-air concert in Russia's second city, St Petersburg.

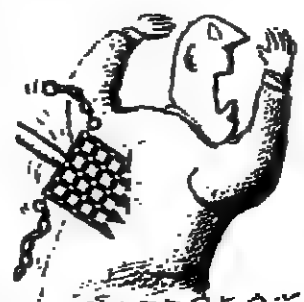
"Nothing could have prepared us for St Petersburg," said Silvester who joined Neville Russell's Birmingham office last August. "In all my touring with Duran, I never experienced anything like the four-day trip to Russia. The concert was brilliant, but the

### ANY OTHER BUSINESS

organisation was a nightmare. The free two-hour show was held in front of the Hermitage, the Tsar's former Winter Palace. Mary Martin, who works alongside Silvester as head of corporate services, went along on the trip to see what she could glean from the locals - and found they are hungry for bankers and accountants. How about some money first?

#### Drastic measures

BRIAN Friedman, tax partner at Stoy Hayward, and Philip Hardman, who pursues similar interests at Grant Thornton, have found themselves on the receiving end of a



### Bridging finance

JUST as Gay Ayton and Simon Scott of Price Waterhouse were abseiling 330 ft down Southwark Towers ten days ago, three of their colleagues were enjoying a rather less hazardous afternoon. David Graham, a corporate tax partner, and his colleagues Stephen Barnfield and Marijke Van Beesten were leading their team to victory in an annual bridge tournament sponsored by Williams Lea Perivan, a security printer. The trio, helped by Marijke's husband, Richard Fleet, beat teams from the Inland Revenue, Scottish Equitable, National Audit Office, Courts & Co, Cavenham Financial Services and Refuge Assurance. "We were not too distressed about beating the Revenue," says Graham, who had some high-powered muscle to back him. Barnfield is a former England junior player and Fleet is a current England international.

## No jokes please, we're accountants

THIS year's annual conference of the English Institute of Chartered Accountants was, by all accounts, the smallest on record.

Yet it had one of the best line-ups of speakers and a coherent and timely theme. The institute wonders why no one comes and is apparently thinking of cutting the size and scope of the conference still further on the rather strange logic that this will somehow make the event even more attractive for members.

What it, and to judge by some of the speeches this year, many people in the large accounting firms also do not understand is that putting a premium on appearing to be very serious at all times tends to lead to dwindling rather than growing support for the conference.

Ten years ago the large firms used to run rival parties on the periphery of the conference as marketing ploys.

The institute thought that this was a rather too blatant commercial activity and told them that such events were no longer welcome. The result was that, by and large, the large firms deserted the conference and a large chunk of revenue then vanished overnight. A group of members used to produce a somewhat impromptu revue satirising the events during the conference. It provoked much fun in the evenings to balance the serious issues of the day.

But when the institute decided that formal debates were the way to pack in the crowds it also decided that disorganised frivolity in the evenings was out.

The relevant members were told that their efforts were no longer welcome. And so another group of people ceased coming. And the debates were a flop anyway. The importance of linking serious endeavour with relaxation vanishes along with the delegates. So the event becomes ever more relentlessly serious. And still no one comes. The only people attending are members of the institute secretariat, the speakers, the press, associated dignitaries from other accounting bodies and a smattering of hardy souls who have made a mistake.

The same problem is reflected in the speeches. Brandon Gough, the chairman of Coopers & Lybrand, produced a remarkable thesis on "corporate governance and the audit".

This was full of the right jargon and followed the Coopers' line of steadily expanding the potential users of the audit product until some day soon we will discover small schoolboys employing the firm to test whether they are getting value for money when they visit their local sweetie shop.

So we had yards of stuff along the lines of expanding the audit. "As accountants it is very much in our own interest that we should find ways of meeting the clear public expectation of more meaningful accountability by companies and other enterprises," Gough said.

"And it is highly desirable that our audit should extend to these new forms of information and disclosure, rather than be confined to what could become an elitist set of formal financial statements," he added. At one point

Gough seemed to leave the ground completely. "Auditors," he announced, "are failing to respond to a pent-up demand for service which could provide valuable opportunities for firms willing to develop along new lines."

The thought of a public out there just thirsting for more audits is a difficult one to contemplate.

Having digested his coffee, Gough would have found it odd to hear Graham Wilson, the managing director of United Newspapers, who was the next speaker, in the final analysis, it seemed, none of this audit stuff mattered.

According to Wilson: "The concentration on structures, audits, accountability, disclosure and all the paraphernalia of self-regulation and a legal framework ignores the critical, the really critical, aspect of how the 'system' in its all-embracing scheme really works," he argued.

Not surprisingly this turned out to be the "Sir Owen Green thesis". If you would all go away and leave it all up to me everything would go swimmingly.

Or as Wilson put it: "The emphasis should be, in my view, not necessarily on the separation of chairman and chief executive, or audit committees, or reporting on environmental issues but on breeding excellent managers who play by the rules because they make themselves in pursuit of their own aim of excellence."

These are the two extremes. Gough wants the profession to be a serious player in every area of human life where performance indicators can possibly be measured. Wilson wants everyone to push off and let the uninterested executive pursue excellence.

Both these aspects of corporate life are beloved by the public. The Wilson line is precisely the one which allows the Maxwells of this world to flourish. The Gough line is the one which loses the profession its sympathy from the public. In the conclusion to his speech, he said that "audit and auditors are under fire". He then tried to explain this.

"My impression," he said, "is that the criticisms arise, not so much from a decline in standards of performance, but because we have failed to recognise significant changes in the environment in which we operate. Those changes particularly relate to corporate governance, the needs of stakeholders, expectations of accountability, business globalisation and attitudes to risk and compensation."

This is jargon. The problem is not that accountants have failed to recognise changes in the environment. It is because they have changed their own environment. It is the accountants themselves who have burnt the hole in their ozone layer.

The headlong pursuit of growth as a business rather than a profession has lost them much of their natural and traditional support.

The same could be said of the institute and its annual conference.

The author is associate editor of Accountancy Age.



AUDIT  
ROBERT BRUCE

## FRC chief sets out to win round reluctant bankers

Chairman faces an uphill struggle to persuade clearers to renew funding, says Jon Ashworth



Lobbying: Sir Ron Dearing, chairman of the FRC

comes from three broad sectors. A third comes from the trade department and a third from the accountancy profession. The rest comes from the City - in the main, the Stock Exchange, which raises funds through a levy on listed companies. Pension funds and insurers chip in and the banks make up the rest. In the first year of funding, the banks' contribution was provided by the Bank of England.

The first three-year batch of financing began in March 1990. In the first two years, each sector contributed £1 million, much of it towards building up a £2 million fighting fund for the Review Panel. This fund is available to pay for litigation if the panel has to take a company to court. Since this has not happened, the amount due from the sectors was reduced to £2 million between them last year.

Funding for the bodies

press comment or word from the Stock Exchange. Most complaints are sorted out on an informal basis with the company, but the threat of legal action is always there. Companies that have changed their accounts at the request of the Review Panel include The Shield Group, Williams Holdings, Ultramar and Forte.

Since the Review Panel is run on a part-time basis, most of the running costs are absorbed by the ASB. David Tweedie, ASB chairman, and Allan Cook, technical director, are employed full-time, and nine qualified accountants are on the staff of the FRC.

Sir Ron may not just encounter opposition from the banks in his efforts to secure a new three-year round of funding. When financing was first being secured in 1988 and 1989, some members of the accountancy profession argued that the bulk of funding should come from the government. The FRC disagrees.

Sydney Treadgold, secretary of the FRC, ASB and Review Panel, said: "We do not think it is a good idea. The present funding structure is a manifestation of support from three sectors. The banks will need persuading. It will be a pity if they do not agree to new funding, pity but not disastrous. It's not so much the money as the principle."

The Review Panel, headed by Edwin Glasgow, QC, and staffed by a range of part-timers, including solicitors and accountants, considers complaints about 2,500 publicly quoted company accounts, often in response to

JON ASHWORTH







# Indian Slave ready for Brighton encore

INDIAN Slave can follow up his Brighton course and distance victory, gained eight days ago, in the Joe Blanks Memorial Challenge Cup today.

Last week, the colt was gaining his first ever success in the hands of Pat Eddery, who significantly will again be in the saddle. Despite picking up a 5lb penalty for his length victory over Abso, he appears to be well-treated by the handicapper.

This certainly is not the case with Diana, who is set to concede 16lb to the selection. On his day he is useful performer, but at the moment the handicapper appears to have his measure.

A more likely danger appears to be Southwold Air, a hard-riding winner of a moderate handicap at Salisbury last week. But I feel the concession of 10lb to Indian Slave will prove too much.

Eddery can also be on the mark at Haydock Park, where the partners Source Of Light in the feature event of the day, the Southwold Air, will be the main attraction.

Despite attracting only three runners, the twelve furlong contest is by no means a certain victory for the champion jockey. Bobzack looked a useful performer when beating Polish Blue and Torrey Canyon over ten furlongs at York.

Today, his stamina limitation may well be found out. However, there are no doubts regarding Alford's ability to see out the trip.

At Royal Ascot, the Henry Cecil-trained colt was far from disgraced when fifth behind Beynon in the King Edward VII Stakes. But the performance of Source Of Light in the King George V Handicap, on the third day of the Royal meeting, when beating Wild Fire was very impressive.

Prior to that, the Rainbow Quest colt was totally unimpressed by the testing ground at Wolverhampton, where he was beaten 20 lengths by Peto.

For the day, I expect Gemini Five to relish the considerable drop in class when lining up for the Southwold Air. Last season, the eight-year-old showed himself to be a very useful handicapper with notable victories at York and on this course a year ago in better company.

Today, Mick Naughton has significantly booked the useful five-pound, claiming apprentice, Jason Weaver. This will make the task even harder for Sizzling Melody, who now has to concede 9lb to the selection.

Lawson, who has slipped down the weights since his win over a year ago at Newcastle, can return to winning form in the Robert Bower Fox Saab Handicap. Last Friday at Newcastle, he showed himself in good heart when beaten under eight lengths by Victory, finishing sixth in a competitive handicap.

At Yarmouth, Briggmore can reverse the form with Broome Grey in the High Steward Claiming Stakes. Today, the selection is 2lb worse off with Broome Grey for a 2 1/2-length beating at Redcar.

But on that occasion Briggmore was ridden with too much confidence. Also, the selection should be better for the outing as he had been off the track for two seasons and another factor in his favour will be today's shorter trip.

Annabelle Royale, who has won five times on the Norfolk course, can take the Westminster Motor Tax Insurance Stakes. Last week, the six-year-old showed his first signs of form for the season when runner up to Seaborn on today's course.

Michael Kinane will now resume his partnership with Twist and Turn, whom he rode to finish fifth behind Dr Devous in the Derby. Eddery's agent, Terry Ellis said: "It's a bit disappointing to miss the ride on Rock Hopper. He's a smashing horse."

Shaikh Maktoom runs Rock Hopper's regular pace-maker Mellaby. Bruce Raymond, in the race, connections are discussing the use of a visor for Rock Hopper, to prevent him from dropping out of contention.

The five-year-old is 6-1 for the ten-furlong contest with all three major bookmakers. He has been backed from 8-1 with Ladbrokes yesterday. Canals bet 5-2 Kooynogs. 6-1 Muhiatarram (on 11-2). 6-1 Rock Hopper (from 5-1). 13-2 Opera House.

WALTER Swinburn will partner Rock Hopper in Sandown's Coral-Eclipse Stakes on Saturday.

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Eddery has been claimed by Khaled Abdullah to ride Shirley Valentine and Matarador on the Lancashire track.

Swinburn, Shaikh Maktoom's number two jockey, switches from the owner's Twist and Turn to resume his partnership with Rock Hopper in the Group One event, when fifth in the Jockey Club Stakes.

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## Owners seek voice in racing

By RICHARD EVANS, RACING CORRESPONDENT

THE training of horses and race times. Why are we the only country where owners have no control?

While the call for strike action may not reflect a majority view among owners, other critics expressed at yesterday's meeting clearly carry substantial weight, notably the owners to jockeys carrying advertising logos and their complaint about their small representation on the proposed British Horseracing Board (BHB).

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## YARMOUTH

MANDARIN 2.20 Briggmore, 3.50 Dairis, 3.20 Skulcap, 3.50 Annabelle Royale, 4.20 Eternal Flame, 4.50 Riviera, 5.20 Busted Rock.

THUNDERER 2.20 Briggmore, 3.50 Dairis, 3.20 Skulcap, 3.50 Annabelle Royale, 4.20 Eternal Flame, 4.50 Riviera, 5.20 Busted Rock.

Richard Evans 4.20 THEWAARI (nap), 5.20 Chatham Island.

Our Newmarket Correspondent 5.20 Busted Rock, 5.20 Skulcap.

GOING: FIRM. DRAW: 5F-1M, HIGH NUMBERS BEST.

2.20 HIGH STEWARD CLAIMING STAKES (2.10.10.1m 8f 17yd; 5 runners)

1 (1) 0102 BROODING GAY 13 (D.F.) W. J. 6-6-6 M. Tabouret 1  
2 (2) 0001 BROODING GAY 13 (D.F.) W. J. 6-6-6 M. Tabouret 1

2.50 FRED ARMSTRONG APPRENTICE HANDICAP (3-Y-O; 2.04.0.8f 3yd; 5 runners)

1 (1) 0001 DARRIS 10 (D.F.) W. J. 6-6-6 M. Tabouret 1  
2 (2) 0001 DARRIS 10 (D.F.) W. J. 6-6-6 M. Tabouret 1

3.20 DENNIS SAWYER SELLING STAKES (2-Y-O; 2.0f 3yd; 7 runners)

1 (1) 0001 JORDYWRATH 12 (D.F.) W. J. 6-6-6 M. Tabouret 1  
2 (2) 0001 JORDYWRATH 12 (D.F.) W. J. 6-6-6 M. Tabouret 1

3.30 LAUREL RACING CLUB CLAIMING STAKES (2.14.7.2f 2.0f 3yd; 7 runners)

1 (1) 0001 BOLDVILLE BASH 48 (D.F.) W. J. 6-6-6 M. Tabouret 1  
2 (2) 0001 BOLDVILLE BASH 48 (D.F.) W. J. 6-6-6 M. Tabouret 1

3.30 GROUP 1 RACING HANDICAP (2.5.11.1m 7f 17yd; 8 runners)

1 (1) 0001 WAR BERT 10 (D.F.) W. J. 6-6-6 M. Tabouret 1  
2 (2) 0001 WAR BERT 10 (D.F.) W. J. 6-6-6 M. Tabouret 1

4.00 TATTERSALLS MAIDEN AUCTION SERIES STAKES (2-Y-O; 2.2.0.12f 2yd; 5 runners)

1 (1) 0001 COLONEL FUTURE 12 (D.F.) W. J. 6-6-6 M. Tabouret 1  
2 (2) 0001 COLONEL FUTURE 12 (D.F.) W. J. 6-6-6 M. Tabouret 1

4.45 (1m 3yd) 1. Shining Jewel 1. 10 furl. 2. Bad News 15-1. 3. Jockey 10 furl. 4. Mrs L. Piggott 10 furl. 5. J. Piggott 10 furl. 6. J. Piggott 10 furl. 7. J. Piggott 10 furl. 8. J. Piggott 10 furl. 9. J. Piggott 10 furl. 10. J. Piggott 10 furl. 11. J. Piggott 10 furl. 12. J. Piggott 10 furl. 13. J. Piggott 10 furl. 14. J. Piggott 10 furl. 15. J. Piggott 10 furl. 16. J. Piggott 10 furl. 17. J. Piggott 10 furl. 18. J. Piggott 10 furl. 19. J. Piggott 10 furl. 20. J. Piggott 10 furl. 21. J. Piggott 10 furl. 22. J. Piggott 10 furl. 23. J. Piggott 10 furl. 24. J. Piggott 10 furl. 25. J. Piggott 10 furl. 26. J. Piggott 10 furl. 27. J. Piggott 10 furl. 28. J. Piggott 10 furl. 29. J. Piggott 10 furl. 30. J. Piggott 10 furl. 31. J. Piggott 10 furl. 32. J. Piggott 10 furl. 33. J. Piggott 10 furl. 34. J. Piggott 10 furl. 35. J. Piggott 10 furl. 36. J. Piggott 10 furl. 37. J. Piggott 10 furl. 38. J. Piggott 10 furl. 39. J. Piggott 10 furl. 40. J. Piggott 10 furl. 41. J. Piggott 10 furl. 42. J. 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# England awaits return of the prodigal batsman



Poised to strike: Gower bats in the nets at Old Trafford yesterday

No cricketer in England, and possibly in the world, commands such unshakable affection as the 35-year-old batsman who today returns from enforced hibernation to resume his natural habitat on a Test match stage.

The sporting public, with precious few exceptions, has loudly and bawdily cheered his absence since England cast him adrift in February last year. Today they rejoice and come this evening, David Gower could have the statistics to match his extraordinary support.

Simply by playing at Old Trafford, Gower becomes the most capped Englishman. Simply by batting, he becomes the first man to play 200 Test innings for England. And by scoring 34 runs, simply or scratchily, he will surpass Geoffrey Boycott's record of 8,114 and become the most prolific of all England batsmen.

Someone asked Gower yesterday if he felt he had under-achieved. Briefly, an eyebrow shot up quizzically. Was this a

David Gower resumes his Test career against Pakistan at Old Trafford today likely to play the same instinctive way, Alan Lee, cricket correspondent, reports

question to set before a man about to crest so many untried peaks? A moment's thought told him it was.

"I think most people would be happy with what I have achieved," Gower said contemplatively. "But yes, there is scope for thinking I should have done better."

He might have said the same thing at any stage of his Test career. It stretches back over 15 English summers and Gower is essentially no different now to when he started. He is still as likely to pull his first ball for four as he is to be caught off the last ball of a crucial session.

It is this willfulness, this fallibility that endears him to the public as, periodically, it infuriates his captains and managers.

He plays by instinct. Always

has done, always will do. When the divine gifts of touch and timing are in full working order, he is the best player of his generation; when they fail him, few can look more vulnerable.

His peers accept this now, not least Graham Gooch, the England captain. Yet the Gower approach remains an enigma. Gooch went public on a view that Gower has had an attitude problem counter-productive for both the individual and the team. If the public baring of his soul was Gooch's way of reactivating a power supply in need of a new fuse, it has worked.

Gower has earned his recall by weight of runs in county cricket, something his greatest admirer might not have backed him to do. But has it changed him? Of course not.

Of the misconceptions about D. I. Gower, three are perennial in their misguided dogma. One insists that he is ambivalent to his profession. Another has it that he is a natural extrovert. A third declares him to possess an enviable serene temperament.

Though all are untrue, they share a catalyst. Gower has habitually erected a veneer to conceal his deeper emotions, such as ambition, intensity, shyness, insecurity and even a simmering temper, known only to the few who have done more than scratch the diamond-hard surface of the man.

Many expressed surprise when Gooch admitted that he knew Gower no better now than when they first toured together. But the captain is far from alone in failing to fathom the inexpressible depths of the Gower personality.

Gower knows a great number of people. Very few really know him. For friends, he frequently locates those of similar celebrity status — Gary Lineker, Rory Bremner, Dennis Waterman — as if they will

understand and share his outlook. He has overcome much with a sense of humour, frivolous at times but nonetheless attractive for that. Even amid the shyness of his first, teenage outings as a twelfth man with Leicestershire, he added a gin and tonic to the drinks tray and managed to slip it to his esteemed captain, Raymond Illingworth.

He was prone to excesses behind a wheel long before he infamously sank a hire car in the semi-frozen lake at St Moritz. His first vehicle was a 15-year-old Ford Anglia, which his parents had lovingly transported back from Africa. It lasted three months before the boy David wrote it off in a ditch. He acquired a Mini, of similar vintage, and blew it up within a week.

His rare public excesses have nonetheless been memorable. He smashed down his stumps against the 1979 Indians and his usually admirable dealings with the media have faltered angrily when he left a BBC interviewer with an empty microphone and when he walked out on what he considered an inquisition at Lord's.

If all of this seems at conflict with his solitary pursuit of art and photography, it is because he is a man of contradictions, superficially tranquil and compartmentalised yet periodically stormy and intolerant. He likes the country but seeks the city; similarly, he is a private person who has never enjoyed being alone.

He will be far from alone today. On the one English Test ground where he has never made a century, and where he was distraught and close to resignation when last he played there as captain in 1989, Gower will have a crowd willing him, as one, towards the run record.

Up in the television commentary box, Boycott will probably be telling the viewers that it means nothing to him. For Gower, though, it would mean not an end but a new beginning. He mused yesterday: "It is conceivable there are some good years still to come." Coming from Gower, that was as good as a declaration that we have not seen anything yet.

All countries									
	M	I	NO	Runs	HS	100	50	Ave	
S M Gavaskar	125	214	16	10122	236*	34	51	51.12	
A R Border	130	224	42	8632	205	23	52	52.37	
I V A Richards	121	182	12	6640	291	24	50	50.23	
Javed Miandad	114	172	20	8283	280*	28	54	54.36	
G Boycott	108	193	23	8114	246*	22	47	47.72	
D I Gower	114	199	16	8081	215	16	44	44.15	
G S Sobers	93	180	21	8032	365*	26	57	57.78	
M C Cowdrey	114	188	15	7824	182	22	44	44.06	
C G Greenidge	108	185	16	7558	228	19	44	44.72	
C H Lloyd	110	175	14	7515	242*	19	46	46.67	

England									
	M	I	NO	Runs	HS	100	50	Ave	
Australia	38	71	9	2945	191	7	14	47.50	
South Africa	7	12	2	373	117	1	2	37.30	
West Indies	29	53	5	2205	128	5	15	45.93	
New Zealand	15	25	1	918	131	2	6	38.16	
India	13	22	3	1084	246*	4	2	57.05	
Pakistan	6	10	3	591	121*	3	3	84.42	
Gower	108	193	23	8114	246*	22	47	47.72	

Home and away									
	M	I	NO	Runs	HS	100	50	Ave	
Boycott									
Home	57	100	10	246*	458	14	15	48.40	
Away	51	83	13	142*	378	8	27	48.97	
Total	108	183	23	246*	8114	22	42	47.72	
Gower									
Home	62	108	7	215	430	10	18	42.51	
Away	52	91	9	178*	377	8	20	46.06	
Total	114	199	16	215	8081	18	38	44.15	

David Gower needs 34 runs to become the leading English run-scorer in Tests and beat Geoffrey Boycott's total of 8,114.

Gower will become the first Englishman to play 200 Test innings. Only Allan Border, of Australia, with 224 and Sunil Gavaskar, of India, with 214, have played more.

Gower is the only England batsman to score more than 1,000 runs against Pakistan.

Boycott opened the batting in all but one of his 108 Test matches. Gower has batted in every position from one to seven for England.

During Boycott's Test career, England played 172 Tests. He did not play in 61 of those, including 30 during a self-imposed exile between 1974 and 1977. Gower has missed 38 of the 148 Tests England have played since his debut on June 1, 1978, including 16 of the 24 Tests in which Graham Gooch has been captain since succeeding Gower at the end of the 1988 series against Australia.

Boycott captained England in four Tests, winning one, losing one and drawing two. Gower was captain in 32 Tests, winning five, losing 18 and drawing nine.

Gower reached 1,000 and 2,000 runs in fewer Test innings than Boycott, but took longer to move to 3,000. Gower: 1,000: 20th innings; 2,000: 51st; 3,000: 78th; 4,000: 100th; 5,000: 127th; 6,000: 147th; 7,000: 160th; 8,000: 195th. Boycott: 1,000: 27th innings; 2,000: 58th; 3,000: 76th; 4,000: 98th; 5,000: 119th; 6,000: 141st; 7,000: 165th; 8,000: 190th.

## Two wickets provide welcome encouragement for Fraser as he continues long struggle to recover from injury

### Benson left facing tricky equation

By RICHARD STREETON

MAIDSTONE (second day of three): Nottinghamshire, with seven first-innings wickets in hand, are 246 runs behind Kent

IN POOR light the Nottinghamshire batsmen were made to struggle yesterday when play was again badly disrupted by passing rainstorms. Tim Robinson, who grafted solidly for two-and-a-quarter hours, managed to defy the Kent bowlers before, with Nottinghamshire 113 for three, the light worsened and brought a premature close.

It gave Robinson and Benson, the two captains, an early chance to start their negotiations on how to try and get a result today. The match has already lost 93 overs and the local forecast remains unsettled.

Robinson came in when Broad was held at gully from Leggesden's fourth ball. Polard was caught at square-leg in the sixteenth over when he tried to pull Ellison, who bowled at his tightest.

Johnson was the only batsman to show much confidence

against the seam bowlers. When Davis bowled, though, he was caught behind as he tried to cut in the left-arm spinner's third over.

Kent's first innings meant a dither along between the rain interruptions, their last five wickets added a further 48 in 20 overs, which was in sharp contrast to the commendable urgency they showed the previous day.

Captains these days — particularly if they have been put in — feel under no obligation to declare once maximum batting points have been obtained. This still applies irrespective of how badly a game has been hit by the weather. Collusion at some point was always inevitable on such a placid pitch and removed the need for other initiative. Before covering, of course, the pattern would have been vastly

Cairns bowled with great heart in the unhelpful conditions and finished with five for 75. From his first ball of the day, Cairns had Fleming held at extra cover from a mistimed drive.

### Middlesex bowlers keep the champions on a tight rein

By IVO TENNANT

ILFORD (second day of three): Essex, with four first-innings wickets in hand, are 99 runs behind Middlesex

RAIN is proving to be the scourge of the last of one of the best attended of festival weeks. In such play as there was, the county champions, short of several of their best players, had a struggle to make anything of their first innings. Since they lead the Britannic Assurance championship, they can expect few favours from the opposition today.

Still, no doubt some sort of finish can be engineered, captains having perfected the art of creating a contest on the last day that bears scant resemblance to what went before.

It was the kind of day when three or four and sometimes five lights were shining on the scoreboard lightometer — con-

ditions, in other words, in which even Ilford Week lacked its festive appeal.

Quite the best cricket came in the morning. First, Carr scored his first century since 1989 — his planned swansong in the game — while wickets fell about him. Headley, Fraser and Taylor did not stay. Surprisingly, Tufnell did. Having made 77 overnight, Carr completed his century with his sixteenth four, hooked off Waugh.

For a while, Essex batted in like manner. Prichard and Knight, an unlikely opening pairing, began with 62, the acting captain pulling Fraser into the netting that acts as a bulwark to the Valentine's Park bowling green. When Knight went, shootering arms to Taylor, Waugh came in and picked out advertising signs as imperiously as

Gatting had done on Tuesday. Alas, as with Gatting this was an innings that was all too brief. Fraser is more satisfied with his lengthy recuperation from injury than might be evident to the bystander, and he earned the wickets of both Waugh and Prichard, one taken at second slip and the other at the wicket. After that, the middle order became ensnared by spin, Embury making one splendid catch off his own bowling and picking up another off Tufnell at gully.

Levis, in his first championship innings of the season, took 28 overs to make his first dozen runs. He was egged on to better things by Topley, who encouraged him to have a free hit at a ball that slipped from Tufnell's fingers. When it went for four, the sows from Gatting et al were a sight to behold.

### Capel predicts end to years of waiting

By GEOFFREY WHEELER

COULD this be the season in which Northamptonshire win the county championship for the first time? David Capel, their former England all-rounder, certainly thinks so.

After completing his first century for nearly two years, against Surrey at the Oval yesterday, Capel said: "This is the best-balanced side I've played in since I joined the county. We have good variety in our attack and, if we can steer clear of injuries, then we have every chance."

Northamptonshire, who began the match against Surrey 11 points behind the leaders, Essex, gained maximum batting points thanks to Capel, who hit 14 fours and shared the day's honours with Martin Bicknell, who took all four wickets to fall before Northamptonshire declared at 312 for eight. Bicknell ended

with six for 107, his best of the season.

Surrey made 62 without loss before rain intervened and, on such a good batting pitch, the Northamptonshire bowlers will have a difficult task to justify Capel's confidence in them.

Hampshire, who led the table for a month before giving way to Essex, lost another 69 overs to the weather against Sussex at Arundel where Kevin James, with his seventh half-century of the season, took the only real satisfaction from what play was possible, as Hampshire struggled to 271 for nine.

They missed a third batting point on a pitch so low that when Stephenson hit Maru on the helmet, it was hard to decide whether he deserved a medal for effort or criticism for bowling short at the No. 10.

### Oxford in total command

By JACK BAILEY

LORD'S (second day of three): Cambridge University, with six first-innings wickets in hand, are 156 runs behind Oxford University

THE day, what there was of it — only 23 overs were bowled — belonged to Oxford. A brisk half-hour's batting after a delayed start, hostile bowling from Gallian and Jen between stoppages and the sharp reflexes of those forming the cordon behind the wicket placed them in a position of great strength.

Cambridge, at 26 for four, were battling for their lives when play was abandoned for the day at 4.30pm. More than a day's play has now been lost. Only one remains.

If a determined approach to the task in hand were, of itself, enough to win matches, you would still have to be backing Oxford. In search of quick runs after an hour's delay first came, they managed to add 29 in 10 minutes before Lovell declared.

In the next phase Oxford's two Australian fast-medium bowlers obtained bounce and movement from a Lord's pitch showing more life than any they can have seen all season. Gallian hopes to play for Lancashire. On this evidence his prospects should be good. Bowling from the pavilion end, he removed Hooper with his second ball, aided by steep lift and a sharp catch by Montgomery at second slip. Gallian also accounted for the obdurate Jones with a nigh unplayable ball.

Jen's fluid action and high delivery provided the bounce to get rid of the dangerous Crawley to a catch in the gully and Wright at third slip.

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Essex v Middx	
ILFORD (second day of three): Essex, with four first-innings wickets in hand, are 99 runs behind Middlesex	
ESSEX: First Innings	
D L Haynes b Tait	16
M A Roseberry c Sherriff b Andrew	12
M W Gidling b Tait	31
M R Hampshire c Prichard b Tait	31
J D Carr c Gurnham b Waugh	23
J E Embury b Tait	15
D W Headley c Gurnham b Tait	10
A R C Fraser c Knight b Craike	10
M A Gurnham c Roseberry b Tait	6
D Topley not out	3
C R Tait not out	3
Extras (lb 4, nb 11)	15
Total (30.4 overs)	273
FALL OF WICKETS: 1-30, 2-38, 3-56, 4-99, 5-173, 6-208, 7-232, 8-240, 9-252	
BOWLING: Tait 17-5-75, 2, Andrew 15-5-49, 2, Topley 20-10-67, 4, Waugh 10-4-1-44-1, Craike 16-2-28-1	
ESSEX: First Innings	
*P J Prichard c Brown b Fraser	53
N V Knight b Tait	20
M E Waugh c Gidling b Craike	38
N Hussain c Tait b Embury	38
N Sherriff c Embury b Tait	9
J R Llewellyn not out	8
M A Gurnham c Roseberry b Tait	16
D Topley not out	15
Extras (lb 4, nb 2)	6
Total (36 wickets, 65 overs)	174
FALL OF WICKETS: 1-42, 2-100, 3-122, 4-138, 5-135, 6-145	
Bonus points: Essex 5, Middlesex 5	
Umpires: B Ducklington and J H Constant	

Kent v Notts	
MAIDSTONE (second day of three): Nottinghamshire, with seven first-innings wickets in hand, are 246 runs behind Kent	
KENT: First Innings	
T R Ward b Cairns	3
*M R Benson c Crawley b Field-Buss	131
N R Taylor c Prichard b Field-Buss	40
C L Hooper c Polard b Field-Buss	36
G R Cowdrey c Prichard b Cairns	12
M V Fleming c Crawley b Cairns	63
IS A Marsh b Cairns	17
R P Davis c Robinson b Cairns	7
M J Ellison not out	27
R P Davis c Robinson b Cairns	7
M J Ellison c Polard b Cairns	3

Sussex v Hants	
ARUNDEL (second day of three): Hampshire, with six first-innings wickets in hand, are 250 runs behind Northamptonshire	
HANTS: First Innings	
A Forde c Thompson b M P Bicknell	38
N A Fothergill c Robinson b M P Bicknell	38
*J Lamb c Stanger b Belling	50
J D Capel c M P Bicknell	103

Surrey v Northants	
THE OVAL (second day of three): Surrey, with all first-innings wickets in hand, are 250 runs behind Northamptonshire	
NORTHAMPTONSHIRE: First Innings	
A Forde c Thompson b M P Bicknell	38
N A Fothergill c Robinson b M P Bicknell	38
*J Lamb c Stanger b Belling	50
J D Capel c M P Bicknell	103

TODAY'S FIXTURES	
CRICKET	
Third Cornhill Test match	
11.0, 80 overs minimum	
BRITANNIC ASSURANCE county championship	
(11.0, 110 overs minimum)	
DERBY: Derbyshire v Gloucestershire	
MAIDSTONE: Kent v Nottinghamshire	
LEICESTER: Leicestershire v Worcestershire	
THE OVAL: Surrey v Northamptonshire	
ARUNDEL: Sussex v Hampshire	
University match	
LORD'S: Oxford v Cambridge	
MINOR COUNTIES CHAMPIONSHIP: Northants v Shropshire	
RAVENS CRICKETING SECOND XI CHAMPIONSHIP: Epsom v Dorking	

Surrey v Northants	
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Gallian also accounted for the obdurate Jones with a high unplayable ball.

Jeh's fluid action and high delivery produced the bounce to get rid of the dangerous Crawley to a catch in the gully and Wight at third slip.

*The professionals!*







Former champions have a bad day in the men's quarter-finals at Wimbledon

## Sampras ends Stich's singles reign

By Andrew Longmore, Tennis Correspondent

THERE was a changing of the guard at Wimbledon yesterday. Our marched the last two champions, Michael Stich and Stefan Edberg, in stroke Pete Sampras and Goran Ivanisevic, while a third member of the brigade of past champions, Boris Becker, was still desperately manning the barricades, down two sets to one but a break up on Andre Agassi in the fourth, when the rain finally fell from unpromising skies.

Only John McEnroe, the old commander himself, kept his stripes intact. He took the first set and was 5-5 in the second against Guy Forget after a prolonged debate over the use of Cyclops, the service-line monitor.

The quarter-finals had promised much and, for once, more than kept their word. The one pity was that the weather intervened just as Becker and Agassi were coming to the core of a rumbustious match, full of invention, contrast and humour. At one point, as the emotions from court one spilled over on to the centre court, disturbing Becker, Agassi dropped his racket and went to the umpire's chair. "Hey, it sounds like a good match, let's go and watch."

His own bubbled along nicely too. The first game took 11 minutes, but Becker broke with a cross-court forehand in the seventh game to take the first set. Far from being downhearted, Agassi responded immediately, breaking for a 2-0 lead at the start of the second set and treating Becker's serve with such implicit disdain, the three-times champion once stayed on the baseline behind a first serve. Becker was broken four times as Agassi swept through the second and third sets, but was working his way back when the match was called off. It will resume today, first on centre court at high noon, with Agassi leading 4-6, 6-2, 6-2, 3-4.

The mood and the tempo was in high contrast to the first part of what could have been the opening day of a Germany v US Davis Cup tie. Stich, as he has been all through the ten days of his defence, was dark and tenacious as if fearing the worst from the very first point. Perhaps, having been in Sampras's role as unfettered challenger 12 months ago, he did know what was coming. Certainly, by the end of a 6-3, 6-2, 6-4 defeat every bit as overwhelming and surprising as his victory in last year's final, he had an inkling of how

easily casual brilliance can be turned into nervous mediocrity. "I was killed," he said.

All the cares of the world seemed to have alighted on Stich yesterday. He was unhappy with the court — the same one he had strode across foot perfect in beating Courier, Edberg and Becker for the loss of just one set last year — and twice complained to the tournament referee, Alan Mills, about the slippery conditions. "He said I was the only guy who was slipping. I said that if it's not enough that one person gets hurt, that's OK, but it's tough."

More significantly, the explosive excellence of Sampras's backhand returns — matched later by Agassi — and the solidity and power of his serving, particularly the second serve, were exact replicas of the tools Stich had used to win the title. A dispute on break point in only the second game of the match illustrated the fickleness of fortune.

A second serve, swung wide by Stich, seemed to have clipped the line for an ace, but was called out. Stich protested long and hard to the umpire, Jeremy Shales, but the double fault stood and Stich's delicate psyche never recovered. That break was enough to seal the first set for the American, two more confirmed his growing superiority in the second and when another raking backhand left the champion smiling ruefully at the net and brought the first sign of emotion from Sampras, a clench of the fist, there was no possible way back for the No. 3 seed. At least it was brief. Stich's agonies lasted a mere one hour and 27 minutes.

In desperation, Stich tried everything to stem the flow from Sampras's racket. At 2-3 down in the second set, he stood two feet inside the baseline to receive, a ploy which yielded one of his paltry two break points in the match. An ace, one of only nine, and another service winner, hotly disputed by the champion, ended that experiment. "I think Michael was a little bit off today, not serving that well and I feel I returned as well as I can," Sampras said.

Whether his confidence, which has prompted comparisons with his unhurried progress to the US Open title two years ago, can survive an onslaught by Ivanisevic remains to be seen. They have played each other four times, both winning twice, and five out of the ten sets have been tie-breaks.



Winning style: Sampras dispatches Stich in straight sets in their quarter-final at Wimbledon yesterday

## Magic ring to Agassi's play

THERE is a lot of talk about power tennis. Apparently it is a frightfully bad thing. They keep telling me that something must be done to control those 7ft-tall axe-murderers who exploit intergalactic technology to wallop 200mph services that no human being in creation can return.

I am a great fan of hateful, expedient tactics in sport. For a start, sports are competitions in which the idea is to win, not to look cool. But it is also true that without ruthlessly boring sport, there can be no miracles. The greater the level of organisation and power and expediency, the more extraordinary are the qualities you need in opposition.

They can be found. Think of Cameroon versus Argentina in the last football World Cup. Think of Brazil v anybody. Think of the All Blacks playing Fiji in the Hong Kong rugby sevens, and getting beaten by ludicrous behind-the-back passes. Think of England playing the last cricket World Cup: England tried monolithic efficiency and were beaten by the flair of the cornered tigers of Pakistan.



SIMON BARNES  
AT WIMBLEDON

Or think of Andre Agassi in his two-set purple period against Boris Becker yesterday. Without all those sets of wallop-kerbunk tennis from the power merchants, we would not have had Agassi playing out of his skull. Power was met not by flair but by magic. It was a sumptuous pinch-me-I-must-be-dreaming period, the sort of thing you associate with a David Gower fifty. Is this Flair Week in old England, by any chance? Or did the rain come at a moment when Becker had already weathered the storm?

The serve is the most important shot in tennis: this is doubly true on grass. But it is the return of serve that is the most exciting. Agassi gave one of the greatest exhibitions of service-return you could wish to see: against Becker, on Becker's surface, on Becker's court.

He fed ravenously on Becker's pace and power. The

ball came at him like a cannonball and left him like a laser-guided rocket. It was, briefly, sublime stuff: imagine all this from silly old Agassi, with his kittenish ways and his daff clothes and his winsome manners. It was like watching a kitten savaging a rattlesnake.

Both these players are colossal personalities: Becker, because he cannot help it, and Agassi, because it is his job. The atmosphere before the match was like a pop concert: a double bill featuring Jason Donovan and Bruce Springsteen. No one expects Jason Donovan to roar defiance to the world. No one expects Agassi to play Becker off the court for two sets.

This was always looked like being a test not of the Agassi ball-skills but of the Agassi vertebrae. He came close to dropping serve with his first game, and did drop in the seventh. It was craven stuff. But after that, a strange

thing happened. It was as if he threw away his game-plan and decided that he might as well, in the immortal words of Ian Botham at Headingley in 1981, give it some humpty.

And in the same way as it did for Botham, it started to work for Agassi. If you're going to flash, flash hard. Success feeds on success. Agassi flashed all right and ascended into a realm of perfection he may never visit again. Becker played well, let us not ignore that. His problem was that Agassi was simply extraordinary for those two sets.

He broke Becker four times. Becker must have felt like a marksman at Bletley would if the targets started shooting back. Becker was serving hard and accurately: he was instructed in the difference between good and brilliant.

Becker had everything possible in his favour: the technology, the surface, the physique, above all, the power. We must have power, and all the other boring qualities: if only for those rare and fleeting moments when magic is in the air and every ace is trumped.

## Ivanisevic hits Edberg with his full force

By David Miller

A YEAR ago, young Goran Ivanisevic looked at a video of himself on court. He did not much like it. "I saw the complaining too much," the 20-year-old Croatian said yesterday. The reconstructed player, who has one of the biggest services of all time, had just defeated Stefan Edberg, the second seed, and champion of 1988 and 1990, over five sets.

There were two continuous sounds on court one, besides the trilling schoolgirls' vocal exhortation of one or other of two handsome players: the metallic impact of Ivanisevic's racket on the service ball, axe-like and irresistible, and the equally repetitive dull thud of Edberg's first service stopping dead in the tape. He was the leopard, gracefully and vainly trying to cover every yard of the court, and being put to flight by the rhino.

Brute force, in the shape of 33 aces, commanded the day. For the second time in three years, Ivanisevic reached the semi-final, where he will now meet Pete Sampras, one steam hammer against another. Boris Becker, who, heading Ivanisevic in the 1990 semi-final, had said: "He has the hardest serve of anyone I've ever played." And it has got better. A total of 105 aces came in five matches when he won at Stuttgart this year, defeating Edberg in the final.

Now, too, Ivanisevic is trying to find the temperance that can better support the most fearsome weapon in the game. The truth is he does not have a lot else. If you discount the charm off court, his volleying, sometimes impressive, is more often erratic; his ground strokes are largely unexceptional.

But that serve. Opponents are left leaden-footed, often with an awareness of little more than the slipstream as the ball hurtles past into the stop-netting, Edberg was in something of a daze. Though winning the first set in a tie-break 12-10, with more twists than an Italian Riviera autostrada, Edberg did not serve severely enough to match his opponent in the grinding game-by-game advance.

Now, at last, Edberg was confident, moving voraciously, having another break point for 3-2 in the final set. It was not to be, and three games later, a double fault and three net cords flicking the ball away from Edberg's committed stroke gave Ivanisevic the critical break.

Yet still there was suspense as he served for the match and trailed 15-40. No luck for Edberg. Ace, then ace again. Another break point for Edberg, saved by a big serve. An ace for match point, saved by Edberg's glorious backhand. Finally, Ivanisevic was there, and all Edberg could do was sympathetically toss his jacket into the crowd.

Edberg: no luck



Always it was the Swede who struggled to hold on, double faults disfiguring his rhythm. Ivanisevic rose as inexorably as the tide.

"Last year," Ivanisevic said, "if I hit one or two bad shots, I was finished. Now I am concentrating great, strong in my mind... I'm in the semi-final again, and I'll fight every ball. This time, we'll see."

The last time, he reflected, it was like going to the cinema. A spectator. Coached for the past two years by Bob Brett, he is measuring his matches more carefully. His motivation yesterday bubbled like a back's fizz. There were moments when Edberg stood staring at him after another point conceded as though they were passengers in separate, passing trains approaching the same terminus, Edberg's stationary.

"He just bounced the ball a couple of times, then boom," Edberg said, ungrudgingly. Ivanisevic gets on with the game the way players used to: he does not think his style is that fast, more that others are slow. With Lendl, Ivanisevic observed, you can drink a coffee while you wait till he is ready.

The closing drama of an absorbing match was precipitated by the seventh game of the fourth set, just when it seemed Edberg was down and out. Ivanisevic had break point on a double fault, but looped his next return way out, and Edberg was momentarily safe. Encouraged, he hit a forehand volley, two backhand return passes and an unplayable half-volley to the feet of Ivanisevic to break his opponent's service for the first and only time. Holding his own service, it was two sets apiece.

Now, at last, Edberg was confident, moving voraciously, having another break point for 3-2 in the final set. It was not to be, and three games later, a double fault and three net cords flicking the ball away from Edberg's committed stroke gave Ivanisevic the critical break.

Yet still there was suspense as he served for the match and trailed 15-40. No luck for Edberg. Ace, then ace again. Another break point for Edberg, saved by a big serve. An ace for match point, saved by Edberg's glorious backhand. Finally, Ivanisevic was there, and all Edberg could do was sympathetically toss his jacket into the crowd.

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**FRENCH, DRY AND MISUNDERSTOOD.**

## South Africa cleared by ANC for Games

FROM MICHAEL HAMLYN IN JOHANNESBURG

SOUTH Africa will appear at the Olympic Games in Barcelona later this month after a decision by the African National Congress (ANC) yesterday not to call for a renewed international sporting boycott after the township massacre last month.

The ANC stipulated that South Africans involved in overseas competition would have to wear armbands with pro-democracy slogans while all visiting teams would have to tour Boipatong in sympathy with the victims of the massacre there.

The ANC proviso regarding the wearing of armbands appeared to run counter to the Olympic charter, in which rule 61 specifies that "no kind of demonstration or political, religious or racial propaganda is permitted in the Olympic areas." The term "Olympic areas" would normally encompass stadiums, training sites and the athletes' village, and a bylaw adds that any violation of this clause "shall result in disqualification and the withdrawal of accreditation." However, the International Olympic Committee is not expected to object.

The ANC said it would not hesitate to call for the reimposition of the sports boycott, which isolated the country for more than 20 years, if the government showed no movement on demands for faster progress towards democracy. Only international fixtures that have already been arranged, including rugby union tours of South Africa by Australia and New Zealand in August and a cricket tour by India in November, will be allowed to go ahead.

The visit of the Cameroon football team, which had been cancelled by the Cameroon president, is also back on, thanks to an intervention by Nelson Mandela, the ANC president, and following adverse comments from the townships where football is of significant interest. Sydney Wei Yan, Australia's leading badminton player, yesterday went on a hunger strike in protest at being left out of the Olympic team. Wei, who was born in China, had been measured for an Australian Olympic uniform and booked on a flight to Spain.

Kenyan trials, page 33

## Wasim opts for Old Trafford

By Alan Lee, Cricket Correspondent

WASIM Akram yesterday expansively settled his differences with Lancashire by signing a new four-year contract and then feasted his eyes on an Old Trafford pitch which could, today, make him feel very much at home.

On appearance, and on player reaction, it would seem that the groundsmen, Peter Matron, has produced the fastest pitch of the summer for the third Test match, starting today. England's batsmen may enjoy its virtues of true bounce, a common feature at Old Trafford, but they are not sure to relish its pace when Wasim and Waqar Younis are doing the bowling.

Wasim's future on this ground had been clouded by a club misconduct fine last season. He took such grave exception that he made his protest public in an unsanctioned book which, by implication, was critical of the county chairman and England tour manager, Bob Bennett.

It was with quiet satisfaction that the likeable Bennett emerged yesterday to announce that an amicable meeting with Wasim the previous evening had resulted in handshakes and a precious

TEAMS	
ENGLAND (from):	G A Gooch (captain), A J Stewart, M A Atherton, R A Smith, D J Gower, G A Hick, C C Lewis, R C Russell, D F Pringle, I D K Salisbury, D E Malcott, T A Bailey
PAKISTAN (from):	Javed Miandad (captain), Inzamam-ul-Haq, Waqar Younis, Aftab Shahid, Shoaib Akhtar, Wasim Akram, Moin Khan, Mushtaq Ahmed, Waqar Younis, Aftab Shahid, Shoaib Akhtar
Umpires:	D R Shepherd and R Palmer
TV Umpire:	10.50am-3.30pm (both sessions)
4pm-6pm, BBC2 (with interval)	Highlights: 11.15pm-11.55pm, BBC2
Weather:	Dry, clear intervals and a little sunshine

signature from the Lord's man-of-the-match, who is now the best all-rounder in the game. The smile on Wasim's face was, however, not such good news for England.

Michael Atherton, the Lancashire vice-captain playing his first Test in almost a year, was in no doubt about how the Test pitch will play. "It will be interesting, all right," he said with an expressive gesture of his hand resembling a Concorde take-off.

Atherton's return at No. 3, and David Gower's at five, adds a more reassuring look to the England batting. But with Pakistan one up in the five-Test series, and the pressure growing with each passing game, nobody faces closer scrutiny than the man who drops for the first time to No. 6, Graeme Hick.

Unless the selectors suddenly discover that Hick can keep wicket, his next move is out of the side. That, however, is something the England management is desperately anxious to avoid, as Graham Gooch candidly admitted yesterday.

"We have invested a lot of time in him," the captain said. "We want him to do well. He has struggled a bit at No. 3 and, although I have not yet spoken to him in detail, ask anyone if he would rather bat at six or not play and the answer is obvious."

So too, however, is the demand for Hick to begin producing before it is too late. Gooch spoke of the value of his spin bowling and fielding but the truth is that Hick hardly ever bowls — even for his county — and cannot hope to keep his place by catching everything at slip.

The encouragement comes from Hick's recent county form and demeanour. On Monday, while all around him were being dispersed by Franklin Stephenson, Hick made a century of impressive authority.

There might have been mixed feelings within the England camp about his four styes off Ian Salisbury's leg spin but this was the positive

battling of the pre-England Hick.

Those around him at Worcester have detected a resolve to play with his old freedom and, if he can carry that mood into the fray today, it can only be to his advantage, for the cramped and inhibited Hick we have seen of late cannot hope to survive further failure.

England will definitely go in with six specialist batsmen, not least because Gooch believes Chris Lewis "has some work to do" before being equipped to step up from No. 7. This has the effect of minimising the bowling options and, despite their lack of match practice with the ball, both Hick and Gooch himself will probably turn their arms over at some stage during the match.

The alarming thing for Gooch is that he has three bowlers, in Malcolm Lewis and Salisbury, who, through a mix of inexperience and unpredictability, cannot totally be trusted to put the ball in the right place. For that reason, if for no other, Derek Pringle's steadiness may win him the final place ahead of Tim Munton.

Gower's return, page 32